Incorporating *International Commerce*

MARCH 19, 1973

Commerce Today

Coming Developments in Business and Technology

Steering Youth Toward Business

Promoting Northeast Tourism, Commerce

Some Guidelines For Builders

Newsmemo

Only the tip of the iceberg, says the Customs Bureau about the 3,000 fraud cases it closed last year, with penalties ranging into the millions of dollars. The Bureau is now determined to step up its program against customs cheaters, using special investigative teams and computerized data. Commissioner Vernon Acree sets the theme for the anti-fraud drive: "Apart from depriving the government of its rightful revenue, fraudulent practices frequently result in putting the honest American producer and importer out of business, by gaining an unfair price advantage."

On another anti-fraud front of interest to business, there is a new safeguard--insurance protection against extortion attempts. The Insurance Information Institute reports that it is now available as a rider to financial institution bonds. The Institute says the threat of extortion is a fact of business life that those entrusted with money or securities must live with and guard against.

A strict children's sleepwear standard on flammability is now being studied by manufacturers, who have 20 days to comment on it. The Commerce proposal requires all pajamas, robes and nightgowns normally worn by 6-12 year-old children to pass rigid flammability tests. It is essentially the same standard issued in July 1971 for younger children's garments, with some modifications in testing procedures and equipment that recognize the ability of older children to take self-protective measures.

Foreign direct investment in the U.S. went from $7.4 billion to $13.7 billion in the decade that ended on Dec. 31, 1971. Net capital inflows added $2.6 billion, while reinvested earnings contributed $3.8 billion. The rate of growth increased sharply beginning in 1967. These totals are small, of course, compared to U.S. direct investment in foreign countries. The full story is in the February issue of Commerce's "Survey of Current Business."

The hardware and paint stores know it and Census statistics confirm it: American homeowners are in a clean-up, paint-up, fix-up mood. In 1972 they spent about $17.5 billion for upkeep and improvement of residential property. That's a 7 percent increase over the 1971 figures. Owner-occupants of residences of one to four units spent $12.1 billion of the total. Painting accounted for 43 percent of the $6.7 billion spent on maintenance-repair outlays.

A reminder that is still timely: Japan's top trading companies want to buy substantial quantities of U.S. consumer goods. Mitsubishi, the largest Japanese importer, has set up an American Goods Importing Promotion Task Force for items that range from costume jewelry to prefab houses. Matsushita Electric, with 40,000 outlets in Japan, wants electrical appliances, sporting goods and a great variety of other goods. Mitsubishi Int'l Corp. is at 277 Park Ave., New York, and Matsushita Electric Corp. of America is at 200 Park Ave., New York.

Commerce Today

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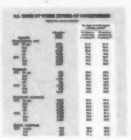

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U.S. DEPARTMENT OF COMMERCE

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COVER: *Three major stories in this issue concern an effort to steer disadvantaged youth toward business, a Federal-State effort to promote tourism and commerce, and a program of recommendations providing guidelines for builders to mitigate the effects of natural disasters.*

ECONOMIC
HIGHLIGHTS

Large Tax Refunds, Social Security Changes To Influence Personal Income and Spending

Economic Highlights is prepared by the Office of the Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The current rapid expansion of the economy is almost certain to be followed by further large increases in consumer income during 1973. Two special factors will have a strong bearing on the magnitude, timing, and economic impact of these increases—overwithholding of income taxes, and increases in social insurance contributions.

The effects of these special factors on the timing of consumption expenditures will require more than consideration of personal income changes alone because of the complex statistical and accounting adjustments involved in arriving at disposable personal income. For example, revised seasonal adjustments and the accounting treatment of tax refunds will influence the behavior of the figures from quarter-to-quarter. Further, since these adjustments will disturb the relationship between personal income and disposable personal income, the economic implications of reported personal income changes may well vary from the experience of the past year.

There are tax refunds every year, of course, but their impact this year is unusual because of their large size, about $9 billion larger than suggested by the recent growth in incomes. The larger refunds resulted from a change in the income tax law regarding deductions from paychecks, and the unexpected lag in the response of the public to that change. The rate of withholding was raised in January 1972 because it had not been high enough to cover the tax liability of many individuals, and a system was set up whereby other individuals could adjust their withholding downward. Only a small percentage of taxpayers made the necessary adjustments, however, and the net result was an estimated $9 billion increase in overwithholding. This amount is now being paid back to taxpayers and, along with "regular" refunds, will swell the refund total to about $22 billion.

The other special factor, the increase in social security taxes, became effective January 1, 1973. The amount deducted from wages and salaries, which is matched by employers, was raised from 5.20 percent to 5.85 percent, and the maximum amount of salary on which this is paid was raised from $9,000 to $10,800. These social security changes will reduce personal income by about $5 billion.

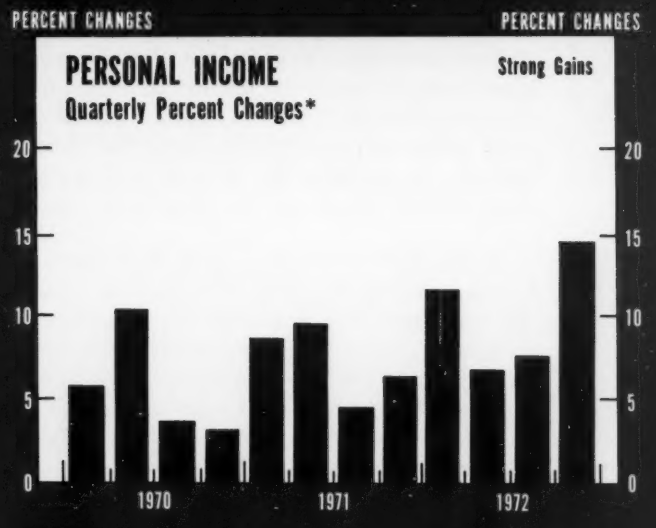
The impact of the two special factors, taken together, is difficult to quantify with precision. One reason is that the larger tax refunds in the first half of the year will be at least partially offset by the higher social insurance contributions. Another is that the distribution of social insurance contributions over the year will be altered by the increase in the base, which will cause some people to continue paying them further into the year. A third reason is the unpredictable response of consumers to the large refunds; they may save them or they may spend them.

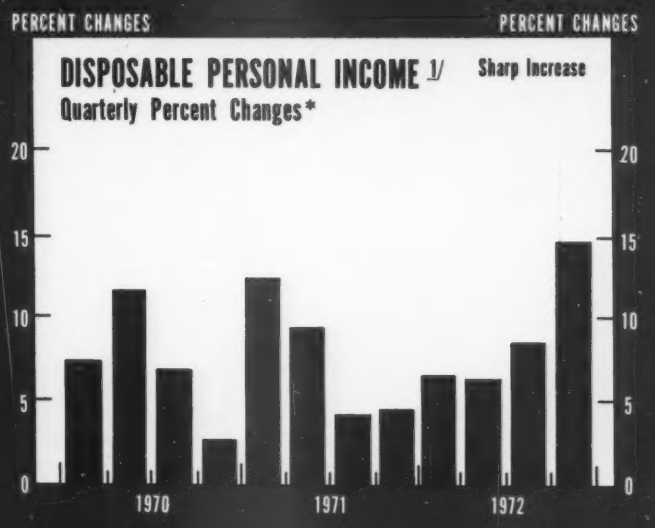
Thus, while expansion of incomes undoubtedly will provide a strong boost to the economy, the amount and timing of that impetus will depend to a large extent on consumers' reactions to the variations in the pattern of income flow.

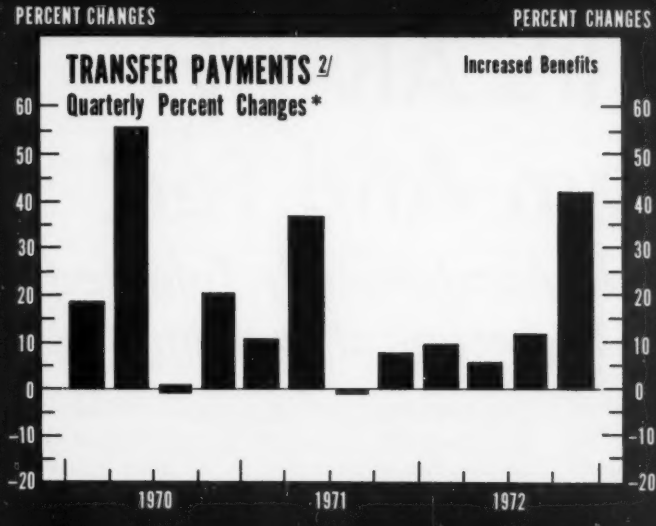
Other economic data

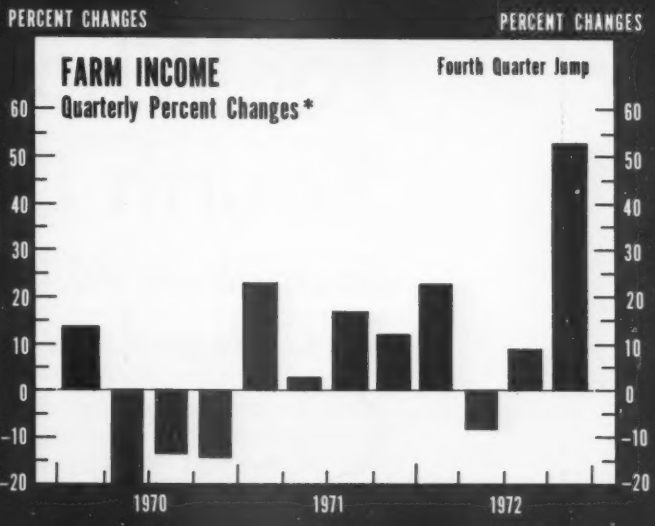
Businesses are now projecting an increase of 13.8 percent in plant and equipment in 1973 compared with an increase of 8.9 percent in 1972. Unemployment increased slightly in February but remains close to the two-year low recorded in January.

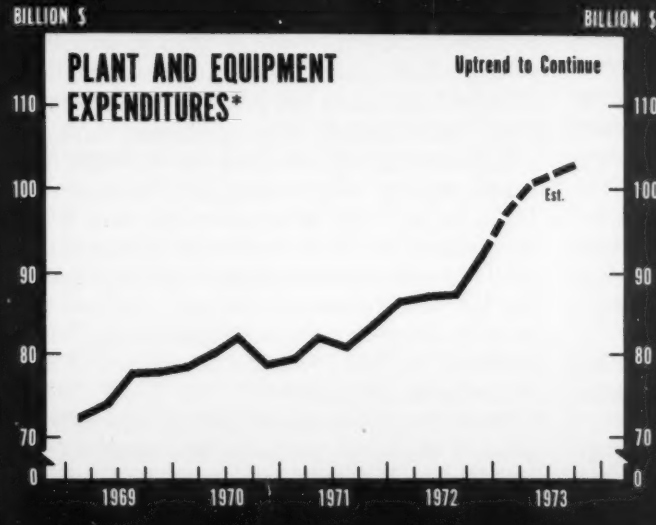
Latest Indicators











*Annual rates
All data seasonally adjusted
1/Personal income minus personal taxes and other payments to governments
2/Includes social security benefits, direct relief, and veterans payments

Commerce Today
Vol. III, No. 12
March 19, 1973

NFL Pros To Aid Kids For Whom It's Always 'Fourth Down And Ten'

Footballers Will Guide Academically Talented To Colleges, Others To Technical Training

Combining the zing of high school youth and the sparkle of the National Football League, Commerce's Office of Minority Business Enterprise has come up with two fellowship programs that will aid disadvantaged young people and actually save the businessman money.

The programs, unveiled this month by Secretary Dent, are described as "a sound approach to helping promising disadvantaged students to help themselves . . . and eventually to help the entire business community."

They are particularly concerned with developing future minority business owners and managers, and will for the most part be financed by the private sector.

NFL players have agreed to carry the ball in promoting the programs and explaining them to the businessmen.

A four-year nationwide Business Management Fellowship Program, patterned after a successful Federal fellowship program, will assist students in the upper 10 percent of their class in pursuit of a college education. The fellowship will allow the students to obtain on-the-job experience in their chosen fields which they can later apply with the firm that trains them.

Upon graduation, the firm would hire them as permanent employees. In order to qualify, students must show financial need and major in a field that is in the interests of the company that employs them.

The Junior Business Technician Program, which will be offered only in Washington, D.C., is for high school juniors, and will enable students to learn technical skills with local business firms on a part-time basis during the school year and during vacations to prepare them for future employment. The emphasis in this 14-month program will be on business management.

"Both programs are aimed at alleviating some of the social, economic and educational problems encountered by disadvantaged students who want to continue their studies in college and those who want to pursue a

career upon graduation from high school," Secretary Dent explained.

"The National Football League has put us in touch with a number of players who will be employed by OMBE for three months to help inform private businessmen of the program," Dent continued. Washington Redskins players taking part in the program are Jimmie Jones, George Nock, Ted Vactor and C. Mack Alston.

Secretary Dent pointed out that the Business Management Fellowship Program is similar to one started in the Commerce Department in 1967 which proved so successful that it "was adopted by the Civil Service Commission on a Government-wide basis in 1971, and has provided Federal fellowships to approximately 1,000 bright, disadvantaged, high school students, many of them minority group members.

"With the doors of business opportunity now opening for our minority citizens, we hope to develop a reservoir of talent to take advantage of the business opportunities that OMBE is able to create."

In addition to the Redskins other NFL players scheduled to take part in the program are Jim Harris of the Los Angeles Rams, Conway Hayman of the Buffalo Bills, Melvin Holmes of the Pittsburgh Steelers, Dave Lewis of the Cincinnati Bengals, Homer Post of the New England Patriots, Cal Snowden of the San Diego Chargers and Joe Williams of the New Orleans Saints.

They will promote all aspects of the Business Management Fellowship Program, including hints on how to implement it. Some keys for putting the program into action are:

- Contact principals or counselors at local high schools to explain the program and request nominees.

The Business Management Fellowship Program can save the businessman college recruiting costs by affording an unparalleled opportunity to establish rapport with quality young people who have roots in the area where hired and who, four years hence, will enter a highly competitive recruitment market.

- Provide schools with materials such as posters and pamphlets to publicize the program and encourage qualified graduating seniors to apply.
- Investigate the possibility of tuition assistance for Business Fellows at area colleges and universities.

AID FROM PROS—*Washington Redskin Jimmie Jones (right) and San Diego Charger Cal Snowden are participating in the Commerce Department's business management fellowship program to assist disadvantaged high school students.*

- Develop criteria for selection of candidates commensurate with an individual firm's needs and with the goal of bringing socially or economically disadvantaged youth into the program and appoint a panel of company personnel to interview and select candidates.
- During spring high school vacation bring the fellows on board for orientation with pay. Introduce them to company executives and to supervisors and personnel in the areas where they will be assigned upon graduation in June.
- Each vacation period it may be desirable to reassign the Fellows to different areas where they will be exposed to other facets of company operations and can be given added responsibilities.
- As the Business Fellows advance in the program they should meet periodically with personnel officers and supervisors to get a reading on how their career goals are developing and iron out difficulties they may have encountered.
- When Business Fellows enter their senior year of college the company should begin to look for target positions for them. Upon graduation assign them as full time permanent employees through normal personnel channels.
- Pay scales for Business Fellows should be commensurate with those of regular employees with similar duties and responsibilities. A starting hourly wage of $2.50 is recommended with appropriate annual increments as students advance.

'Northeast Passage' To Offer U.S. Tourists Respite From Roads

New York-To-Maine Ferry Ride Seen Ending Road Congestion; Price A Problem

Imagine a highway on which you can relax, eat, drink, and enjoy yourself while the miles go by. Imagine a type of highway with little or no congestion, noise, or air pollution. Such an artery is available, we need only develop a means to travel on it at a price which is competitive with present highways.

This possibility is now being examined under a unique program of joint federal and state effort. The Maritime Administration, and the State of Maine have joined forces to investigate what has been called a "Marine Highway" to join New York City and Portland, Maine by water. The concept envisions an overnight ship service to carry tourists and their autos as well as trucks, trailers and containers between the two cities.

The key to attracting the U.S. tourist to a ship service is believed to lie in permitting him to take his car on the ship and move his family in comfort and safety with no significant loss of time over the alternative of driving all the way and stopping at a motel overnight. Even a smooth highway and a new car cannot always calm the nervous fatigue which builds up after about the first three hours of driving. As the day wears on, there comes a time when the small ones begin to fidget and tempers begin to fray. This is when the interior of even the largest automobile becomes confining.

Among those who are driving from points nearly a day's drive below New York, some

would like to go to sleep there and be able to get up the next morning at the gateway to their vacation area in Maine, instead of facing one more long day's drive. Since more than a half million motorists travel each year between the mid-Atlantic states and Maine, it would take only a small percentage to create a sizable market for a ship service designed to suit the needs of such people.

Re-examining process

This prospect led the Maritime Administration to a re-examination of the long-neglected field of coastwise passenger ship service, and the development of ideas by which modern technology and advanced concepts of ship operations could make a new type of ship service economically feasible between New York and Portland. In response to this idea, the State of Maine conducted a traffic survey in 1971 and 1972 to determine what market might exist for such a service.

This survey confirmed the basic assumption that there are certain classes of people, for example, those traveling with small children or with the elderly, for whom the prospect of a ship service to cut out 300 miles of driving is viewed favorably.

Through the efforts of the Economic Development Department of the City of Portland, the Greater Portland Chamber of Commerce and the Maine Port Authority (now the State of Maine Department of Transportation, Bureau of Waterways) the Maine legislature in 1971 authorized a study to determine the feasibility of a "Marine Highway" between Portland and New York City.

Fifty thousand questionnaires were distributed through the York, Maine, Terminal of the Maine Turnpike for outward bound travelers to determine the vacation traveler interest in the proposed ferry service.

Questionnaires distributed

Twenty thousand questionnaires were distributed over a Labor Day weekend, an additional 15 thousand were distributed during the peak of the fall foliage season in October and 15 thousand were distributed over the five weekends of January 1972.

The initial traffic survey card included a question asking those interested in a proposed Marine Highway Service if they would complete a detailed travel questionnaire. Of the 8,360 initial questionnaires returned, 45 percent were interested in the proposed Marine Highway. Detailed travel questionnaires were distributed to 2,495 of those indicating interest and 57 percent of them returned the completed questionnaire.

CARGO LOADED—*A tractor trailer truck is boarding the* Prince of Fundy *vessel which hauls cargo and tourists between Portland and Nova Scotia.*

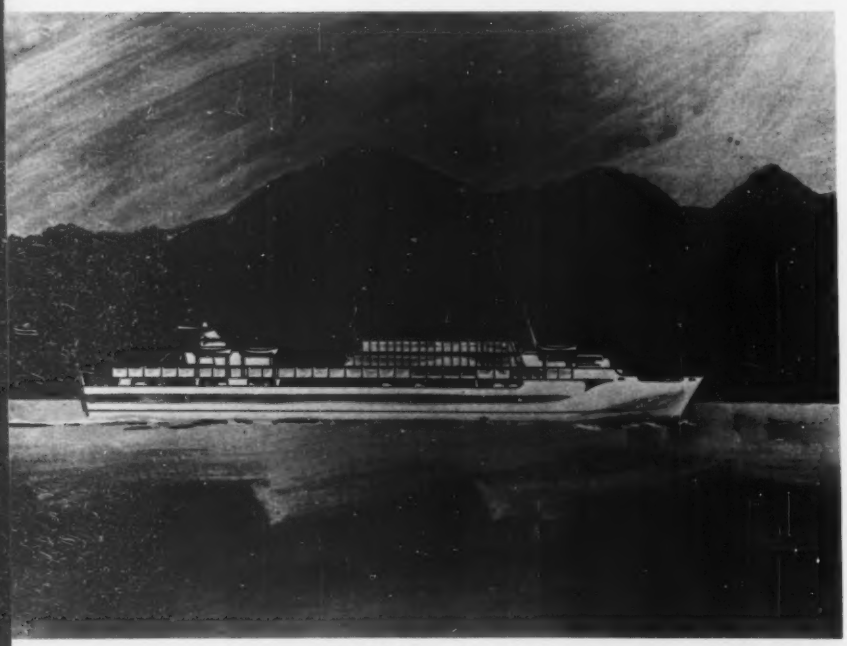
The vast majority of replies (97 percent) came from 16 states. New York and New Jersey residents showed the highest rate of interest with 80 percent of the replies from those states expressing approval for a ferry service. Residents of all Eastern Seaboard states from New York to Virginia including Washington, D. C., had an interest rate of more than 60 percent.

The truck or commercial vehicles section of the study was conducted in part by personal interview and mail questionnaire. Efforts were directed toward those trucking firms which are known to have extensive operations between Maine and New York or points beyond. The study included all classifications of carriers—common, contract, private and exempt.

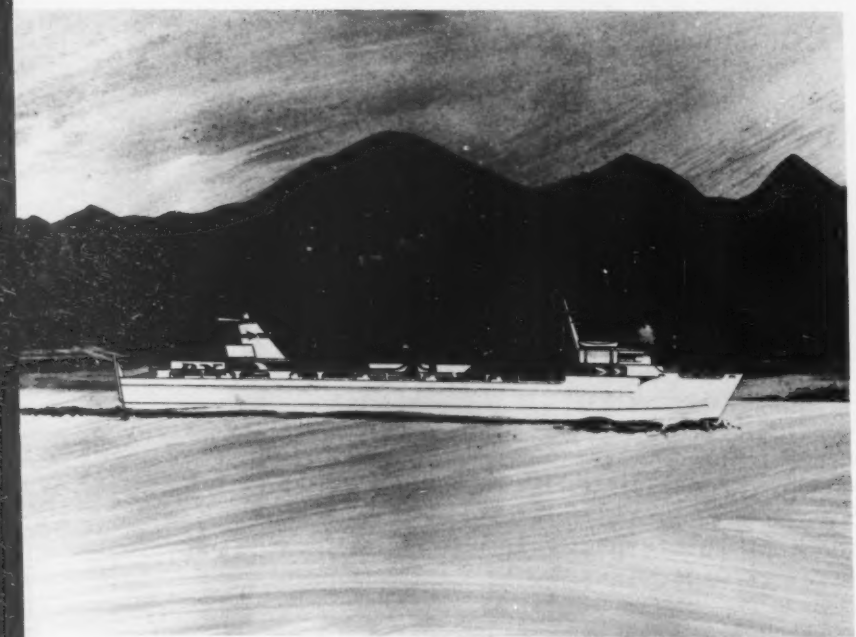
The study revealed that the proposed service, operating on a 15-hour sailing schedule,

would be attractive to potential traffic in its first year of operation, distributed among three categories: passengers, 328,897; autos, 90,899; trucks, 1,359.

Additional information developed after the study was conducted indicates that highway traffic, principally roll-on, roll-off containers (trucks) from the Port of New York, as a feeder service, would be heavier than originally estimated.



PHASE I—*An artist's rendering of the type vessel being considered for the "Marine Highway" shows all cabins and passenger accommodations. This vessel would carry passengers only.*



PHASE II—*An artist's rendering of the same ship with passenger accommodations removed so it could be used as a 100 percent truck cargo carrier in case of emergencies or special situations.*

The study also shows that the greatest passenger market potential can be developed in a 15-hour transit time between Portland and New York using two identical vessels, one operating in each direction daily.

The time factor has a definite influence on the amount of truck traffic that the ships could expect to handle, at least during the early stages of the service. Truck traffic is expected to grow as the carriers divert more of their trailers to movement by the Marine Highway. In the opinion of Maritime and the State of Maine, the motor carriers will divert growth traffic to the Marine Highway, in lieu of additional over-the-road crews.

A modern $2.5 million passenger and vehicle terminal was recently constructed on the Portland waterfront. This terminal now serves the *Prince of Fundy*, a modern passenger and vehicle vessel operating between Portland, Me., and Yarmouth, Nova Scotia. A second vessel, the *Bolero*, will enter this service under the auspices of Lion Ferry during the summer months. In 1972, 94,394 passengers and 25,000 vehicles were transported between these points.

The City of Portland Development officials are negotiating with motel and restaurant operators with the hope of establishing these types of services immediately adjacent to the Portland terminal.

The two vessels for the proposed Marine Highway between Portland and New York would use this existing facility. This would facilitate movement of trucks and containers on a single bill of lading between New York and Canada by minimizing transfer costs. The morning arrival would enable Canadian-bound tourists to spend a day driving around Portland and its scenic shoreline before taking the night boat to Yarmouth, Nova Scotia.

Maine officials meet

Maine officials have met with officials of the Office of Ports and Terminals in New York City to determine interest and degree of participation in providing a terminal in New York. Initial response has been favorable. However, no final decision has been made on the location of the terminal. Discussions will continue as soon as the final design of the vessels, with the capacity of passengers and vehicles, is determined.

During the course of the study, interest in using the service was expressed by operators of summer camps in Maine for boys and girls and also for family participation. At one time these vacationers were carried to Maine in passenger trains. They are now using buses and airplanes and the proposed Marine Highway seems to offer a new and exciting method of transportation in and out of Maine.

Retailers, wholesalers

Large retailers and wholesalers now experiencing some problems in highway delivery have expressed an interest and requested data on schedules and costs for the proposed Marine Highway.

Maine officials believe that the study shows that a substantial number of passengers and passenger vehicles can be expected to use a service of this type. They also believe that although the initial use by commercial vehicles may be light, this source of traffic will prove increasingly important as time goes on. It will be necessary to make the service known to prospective users through an adequate promotion campaign, and in the case of commercial motor vehicles it also will be necessary to actually put salesmen in the field to call on the prospective users and sell the service.

Rich benefits

The proposed ferry service offers rich benefits to business and general commerce in the State of Maine and the New York area through:

- Increased port traffic and consequent economic benefits to each state.
- Reduced transaction costs to and from major market areas for certain commodities.
- Increased maritime employment.
- Beneficial effect of such a project in relation to increased opportunities for supporting facilities and services.
- Increased tourism by creating an interesting "no driving" trip between these two points.
- Less congestion on major highways serving the areas.
- Less air pollution from trucks and autos which would otherwise be on major highways.

Up to the time the State of Maine survey was completed, the prospects for renewing coastwise movement of tourists by ship were not taken seriously because the passenger ship service which linked New York and New England prior to World War II had succumbed to road, rail and air competition.

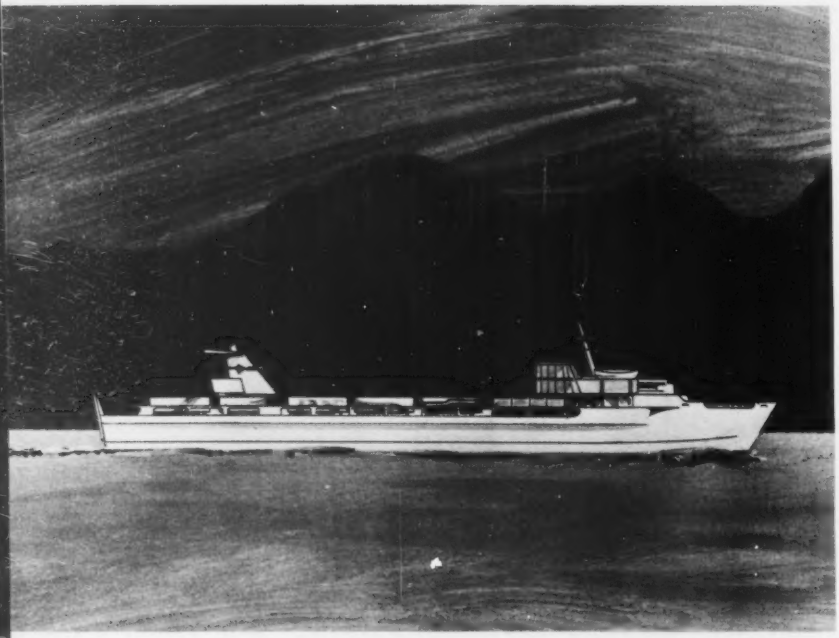
PRINCE OF FUNDY—*This Canada-bound vessel, in the shimmering waters of Portland, Maine, performs the general type functions being considered for a New York to Portland run. It hauls general cargo and passengers.*

The difference is that now the entire service is designed to carry tourists with their automobiles and trailers at a level of comfort surpassing highway travel. Interest is centered on an overnight service because it is in this period, while a tourist would otherwise be halted in a motel, that a fast ship could move him without any appreciable loss of time.

Advanced systems

There are several prospects of particular interest to the Maritime Administration. One possibility is introducing advanced systems of documentation and consolidation to encourage wider use by truckers.

Another prospect is the fact that, as this



PHASE III—*An intermediate vehicle may be the answer to the "Marine Highway" dream. It would carry passengers and cargo.*

PRINCE IN PORT—*The* Prince of Fundy *is anchored in Portland, Maine, during one of its runs between Portland and Nova Scotia. The concept of this ship is the one under consideration for the Portland to New York route.*

ship would be in port each day, economies could be achieved by developing new forms of shoreside maintenance and support to replace the lengthy shipyard stays usually required by ships.

This daily presence in port would also facilitate new approaches in the handling of passengers. Possibly the entire tourist accommodation system could be operated under a franchise to a motel chain, which has a financial interest in the region being served, or at least the entire food preparation system could be catered by a well-known restaurant chain or catering firm. The reduction of ship cost by elimination of cooking facilities would be significant.

Innovations studied

An innovation is being considered in the ship itself. The initial concept of the vessel was that of a basic roll-on/roll-off type ship designed to carry vehicles, with tourist accommodations and related support systems superimposed in modular, interchangeable, form above the top level of vehicles. This would make it possible for the proportion of tourist and truck accommodations to be varied in later years to suit changes in demand, and it would facilitate experimentation in the type of tourist accommodations offered.

The Maritime Administration has developed a preliminary design for the ships to match requirements identified in the traffic survey. It is now analyzing a variety of innovative variations in design, scheduling, and financing, including the possibility of converting a pair of 21 knot transports in the Reserve Fleet.

So far, the analyses indicate that with a length of about 490 feet, a speed of 22.5 knots is economically feasible, and 24 knots could be achieved, but at a higher cost. The study also confirms that the 1,000-passenger capacity is practical.

Additional work required

Although additional study and design development is required from the State of Maine and Maritime before contracts can be signed for construction and operation of this proposed Marine Highway, potential users such as vacationers, businessmen, and truckers and also interested potential operators are being encouraged to express their views on the concept.

—Maritime Administration

New Building Report Aims To Help Reduce Death Tolls, Damage

Proposals Would Promote Better Construction Practices To Allay Natural Disaster Effects

A Cooperative Federal Program aimed at reducing death and destruction, and the $1 billion in average annual property losses now caused by natural disasters, has been undertaken under the auspices of several Federal agencies. The program is directed at developing and promoting better building practices to minimize life loss and damage caused by earthquakes, tornadoes, hurricanes, and floods.

The first phase of the program culminated in 71 recommendations embodied in a 475-page report developed at the National Workshop on Building Practices for Disaster Mitigation sponsored by Commerce's National Bureau of Standards and the National Science Foundation. Fifteen review articles prepared by knowledgeable individuals in the profession and research disciplines defining the state of the art in disaster mitigation are included in the report. Participating in the workshop were representatives of several Federal agencies, public administrators from all parts of the country, engineers, physical scientists, social scientists, architects, planners, and economists.

The recommendations consist of two basic kinds: those dealing with problems for which answers are available, and those pointing to the nature of the research needed to develop answers to known problems. The proposals run the gamut from measures to improve building codes to assure public safety during natural disasters to studies for important structures in seismic zones to determine ground motions to be expected and the influence on these motions of local soil conditions.

One recommendation calls for overhauling the Federal Disaster Assistance Program to provide incentives for safer building practices. The program as it now stands is described in the report as a detriment to better standards. Another recommendation suggests that codes, standards, and contracts should recognize the degree of risk inherent in disasters and specify the degree of protection offered by the specific structure.

While adoption of the recommendations would cause changes in existing practices, it must be recognized that in some cases these changes need not adversely affect economics of the project.

Dr. Charles G. Culver, Disaster Research Coordinator of the Center for Building Technology of the National Bureau of Standards, says it would be a mistake to assume that all

of the workshop recommendations would increase building costs.

"In some cases," he explains, "the recommendations would reduce overall life cycle costs. The proposals for tax relief to permit the building of larger insurance reserves, for State and local tax incentives to encourage disaster mitigation in planning and construction, and for a differential insurance rate structure to encourage better building and maintenance practices could reduce costs."

The Center for Building Technology is the organizational unit in the National Bureau of Standards most concerned with disaster-related studies. The authors of the workshop report are Dr. Richard N. Wright, Deputy Director (Technical), and Samuel Kramer, Chief, Office of Federal Building Technology and Dr. Culver, all of the Center for Building Technology.

The following includes workshop recommendations having a broad range of interest, together with comments made in the report:

► *National Program:* A national program should be established to coordinate land use planning for disaster mitigation. It should be directed toward State and local government implementation.

"An effective system of planning for disaster mitigation must consider land use planning at the State, regional, and local levels . . . A national program in this area could provide coordination of the planning processes and assure reasonable consistency among the States. The establishment of a clearinghouse for the dissemination of design criteria and standards for land use planning should be included in the program."

► *Degree of Risk:* Codes, standards and contracts for architectural and engineering services should contain language setting forth the degree of risk accepted in the design process.

"The building codes now in effect in earthquake-prone areas are not intended to prevent damage to buildings during major earthquakes. Moreover, good current practice as described in the workshop papers implies a risk of damage. This risk is not well recognized by the public nor by most building owners, and is not clearly stated in architectural and engineering contracts . . .

"Because the situation is not openly recognized, the architect or engineer is seldom able to discuss the risk, and possible steps to reduce the risk, with his client. Often, risk of damage can be significantly decreased by improved practices, sometimes at little increase in construction cost, but the necessary engineering studies are not considered nor included within the usual services. Studies to achieve a lesser risk should be recognized as an important additional service."

► *Safety of Existing Buildings:* Land use regulations and building regulatory measures should include provisions for evaluation of the safety of existing buildings against natural hazards and rehabilitation of unsafe buildings.

"In addition to insuring the adequacy of new construction, it is important to ascertain the safety of the large inventory of existing buildings . . . Long Beach, California Ordinance C-4950, "Earthquake Hazard Regulations of Existing Structures Within the City" serves as a useful guideline in this respect."

► *Review Boards:* Legislative bodies adopting building codes and land use regulations should create by statute "review boards" to hear requests for variances and appeals from decisions of regulatory officials.

► *Federal Aid as Stimulus:* The Federal Disaster Assistance Program should be reformulated to provide incentives for preventive disaster mitigation efforts and to reduce post-disaster incentives for ignoring the risks associated with a specific structure and site.

"The Federal Disaster Assistance Pro-

PATIENT EVACUATION—*This is what the entrance to Olive View Hospital looked like following the San Fernando earthquake in February 1971. Here patients are evacuated from the dangerously tilting structure. Recommendations contained in a new building report just published by the National Bureau of Standards aim to mitigate such extensive damage during natural disasters.*

gram, as presently constituted, provides liberal post-disaster benefits in such form as temporary housing, low-cost loans and employment compensation to individuals, and rehabilitation of public facilities.

"Individuals and communities have come to rely on governmental help after a disaster, rather than to develop an awareness of disasters and take feasible preventive measures.

"In essence, the program is weakening preparedness and mitigation efforts. While some governmental aid is clearly indicated on compassionate grounds, the assistance program needs to be reevaluated so that it provides a stimulus and not an impediment to predisaster mitigation efforts by individuals and communities."

► *Higher Standards:* The Federal Disaster Assistance Program should require that post-disaster rehabilitation and replacements to damaged facilities be designed and constructed with a view towards mitigating future losses.

"The Federal Disaster Assistance Program currently in effect calls for the rehabilitation and replacement of buildings damaged or destroyed by a declared disaster in accordance with existing land use and codes. Speed in providing aid is stressed. Consequently, structures are rebuilt on the same sites and under codes that may not reflect the latest technological advances. Such structures are therefore exposed to the same pre-disaster risks and may have to be rebuilt at public expense in case of a new disaster. This condition should be corrected in reevaluating the Federal Disaster Assistance Program."

► *Tax Incentives:* Effective tax and other incentives at the State and local governmental levels should be developed to encourage disaster mitigation in planning and construction.

► *Emergency Plans:* Local governments should develop comprehensive disaster preparedness plans which include means for providing life support activities during and following a natural disaster, repair and rehabilitation of damaged facilities.

► *Existing Buildings:* A survey should be made of the inventory of existing buildings to establish the potential losses in natural disasters. Feasible alternatives, including rehabilitation and removal, should be developed for reducing risks from hazardous structures identified in the survey.

"The survey results should be presented in a form clearly indicating the probabilities of losses. Specific attention should be given to life safety hazards posed by nonstructural elements. Results of the survey . . . must be effectively put before the appropriate officials . . . public utilities corporations, the general public and the media."

► *Insurance Program:* Insurance companies should establish a nationwide disaster insurance program which is conducive to disaster mitigation. A potentially valuable feature would be a differential rate structure which recognizes disaster risks and encourages improvements in land planning, design, construction, maintenance and restoration.

"The appropriate Federal role as reinsurer or administrator merits consideration . . . Differential rate setting for fire insurance has been effective in mitigating fire losses by providing incentive for improvement of fire defenses, and should be similarly effective for natural disasters."

► *Performance Levels:* Planning and design criteria should state explicit levels of desired performance in terms of life safety, protection of property, and maintenance of vital functions. Prescriptive criteria, calibrated to provide this performance, should be given for ordinary types and materials of designed construction. Standard details, assuring the required levels of performance, should be provided for small buildings for which professional design is not required.

► *Utilities and Industries:* Codes and standards authorities responsible for utilities and industrial facilities should develop and implement criteria assuring the public safety in the event of natural disaster.

"Building codes and standards often do not apply to utility and industrial facilities where failure could cause substantial public losses of life, property, and normal functions.

"Codes and standards should be developed to provide consistent public protection from earthquake and extreme wind failures of new facilities. Owners and regulators of existing facilities should review hazards from existing facilities and take appropriate action in abatement."

The report explains that activities to implement the workshop recommendations have begun, that the Defense Civil Preparedness Agency has joined the Cooperative Federal Program to support development of methodology and criteria for evaluating the safety of existing buildings, and that discussions of further activities and participation of additional agencies are under way.

DOMESTIC BUSINESS REPORT

- **MESBICs open $20 million more to minorities**
- **Assessment unit handles tasks for data users**
- **Nonresidential construction to pace building industry**
- **Americans owe more than $303 billion on homes**
- **Phase III distinctions drawn**

MESBICs Can Now Supply $370 Million

Capitalization of Minority Enterprise Small Business Investment Companies (MESBICs) broke the $20 million barrier this month with the licensing of Cominvest of Hartford, Conn.

This means the 56 MESBICs licensed by the Small Business Administration can now make available as much as $370 million in equity and working capital for socially and economically disadvantaged persons.

Patterned after Small Business Investment Companies, the MESBICs are privately-owned, privately-managed venture capital corporations offering investment capital to minority business ventures through long term loans and equity capital.

Secretary Dent noted that the MESBIC concept offers "seed" capital for minority entrepreneurs, while being an attractive investment vehicle for private business. The Commerce Secretary also pointed to legislation signed by President Nixon last year which encourages the formation of larger MESBICs, increases resources available to finance MESBICs, and helps offset operating costs for MESBICs, providing management assistance to minority businesses.

New leverage power

Under this legislation a MESBIC can leverage $1 of its private capital with $3 of Small Business Administration funds if the MESBIC has private capitalization of $500,000 or more. MESBICs with less than $500,000 capital can leverage $1 of private capital twice.

The MESBIC program was born in 1969, and its coverage is extended through recent legislation and administrative changes. Eligible MESBIC applicants include members of minority groups such as American Negroes, Indians, Eskimos, Aleuts, and Americans of Mexican, Puerto Rican, Cuban, Filipino and Oriental extraction.

Also included are persons with physical or mental handicaps, organizations operated in the interest of handicapped individuals and any honorably discharged veteran who served in military service during the Vietnam conflict era.

Under presently proposed SBA regulations MESBICs with initial capitalization of $500,000 or more may sell to the SBA as much as

$1.5 million in low interest 10-15 year debentures or three percent cumulative preferred stock. In turn, MESBICs may invest these funds in three ways.

- By making loans to eligible businesses.
- By taking up to a 49 percent equity interest in eligible businesses.
- By guaranteeing loans to eligible businesses.

Working in conjunction with banks and other lending institutions these MESBIC funds may provide as much as 20 times the initial MESBIC capital for an eligible business.

For example, take a $100,000 funding requirement for a black-owned small business which may either be a new business or an expansion of an existing business. The entrepreneur might provide $5,000. A MESBIC might provide $15,000 as either subordinated debt or equity investment.

In turn, this $20,000 could trigger an $80,000 loan to the businessman from a commercial bank. Bank loans might be further guaranteed by SBA for up to 90 percent of the principal amount.

Thus, $1 of initial capitalization and $3 of SBA-MESBIC participation has generated $16 of bank and entrepreneural capital—a 20 to 1 ratio.

The 56 MESBICs under license to SBA are located throughout the United States. Any individual, corporation, foundation or other group may sponsor and own a MESBIC.

Cominvest, sponsored by the Society for Savings, a Connecticut Mutual savings bank, is capitalized at $300,119.

Robert W. Beggs Jr. of Cominvest said the decision to organize a MESBIC was based on "the hard fact that MESBICs can make a profit for their stockholders while profiting their local communities by creating new businesses, expanding the local tax base and improving the local economy."

GENERAL MOTORS' HELP—*Harold Sumpter (right), president of Accurate Fabricating and Equipment Co., accepts loan checks totaling $150,000 from John McCarter (left), vice president of Central National Bank of Cleveland, and Robert DeCelle, manager of General Motors Fisher Body plant in Cleveland. General motors' MESBIC was instrumental in arranging the loan.*

Sponsors of other MESBICs include many of the nation's largest financial organizations and corporations.

Other MESBICs are:

Business Ventures, Inc., New Haven, Conn.; North American MESBIC, Inc., Boston; Greater Springfield Investment Corp., Springfield, Mass.; W.C.C.I. Capital Corp., Worcester, Mass.; Prudential Minority Enterprise, Inc., Newark, N. J.; Rutgers Minority Investment Co., Newark, N. J.; Broad Arrow Investment Corp., Amsterdam, N. Y.

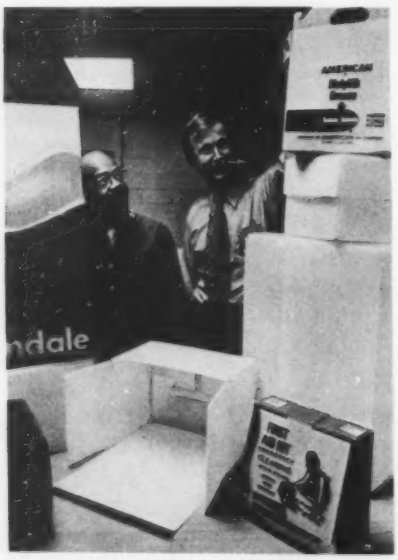
CEDC MESBIC, Inc., Hempstead, N. Y.; BanCap Corp., New York; Capital Formation MESBIC, Inc., New York; Coalition Small Business Investment Company Corp., New York; The Equitable Life Community Enterprises Corp., New York; Forum Equity Corp., New York; Minority Equity Capital Co., Inc., New York.

Pioneer Capital Corp., New York; North Street Capital Corp., White Plains, N.Y.; Minority Investments, Inc., Washington, D.C.; Tech-Mod Capital Corp., Washington, D. C.; Baltimore Community Investment Co., Baltimore; Alliance Enterprise Corp., Philadelphia; Greater Philadelphia Ven-

MESBIC AIDED—*Garland Foods, Inc., of Dallas, one of the most successful of MESBIC clients, sells $2.2 million worth of hams to the Department of Defense. SBA official Randall L. Woods (left) is being shown through the plant by Mildren M. Montgomery, president.*

ture Capital Corp., Inc., Philadelphia; Progress Venture Capital Corp., Philadelphia; Florida Crown Minority Enterprise Small Business Investment Co., Jacksonville, Fla.

Burger King MESBIC, Inc., Miami; Urban Ventures, Inc., Miami; Enterprise Now, Inc., Atlanta; ECCO MESBIC, Inc., Mayfield, Ga.; Equal Opportunity Finance, Inc., Louisville, Ky.; Forsyth County Investment Corp., Winston-Salem, N. C.; Amoco Ventures Capital Co., Chicago; CEDCO Capital Corp., Chicago; Chicago Community Ventures, Inc., Chicago; Combined Opportunities, Inc., Chicago; The Urban Fund, Inc., Chicago; Ascending Citizens Investment Corp., East St. Louis, Ill.



STANDARD OIL'S MESBIC—*President Bill Franklin (left) and Vice President Dennis Manthe inspect some cardboard and plastic containers manufactured by Lawndale Packaging, one of the companies funded by Amoco Venture Capital Co., Standard Oil of Indiana's MESBIC.*

Indianapolis Business Investment Corp., Indianapolis; Motor Enterprises, Inc., Detroit; Pooled Resources Investing in Minority Enterprises, Inc., Detroit; REC Business Opportunities Corp., Racine, Wisc.; MESBIC of Arkansas, Inc., Little Rock; Gulf South Venture Corp., New Orleans; Phillips Industrial Finance Corp., Bartlesville, Okla.

American Indian Investment Opportunities, Inc., Norman, Okla.; MESBIC Financial Corp. of Dallas, Dallas; LaRaza Investment Corp., Phoenix, Ariz.; City of Commerce Investment Co., Los Angeles; Pioneer Enterprises, Inc., Los Angeles; Southern California Minority Capital, Los Angeles; Palo Alto Capital Co., Palo Alto, Calif.; Opportunity Capital Corporation of California, San Francisco, California; Alyeska Investment Co., Anchorage, Alaska; MESBIC of Washington, Inc., Seattle; and Model Capital Corp., Seattle; MODESCO, Inc., of Washington, D.C., and Hartford Community Capital Corp., Hartford, Conn.

For further information contact the Director, Capital Development, Office of Minority Business Enterprise, Department of Commerce, Washington, D.C., 20230. Phone: 202-967-5741.

Firm Gets Record Aid For Import Injury

Certification of a trade adjustment assistance proposal authorizing a Government loan of up to $7 million to Fourco Glass Co. of Clarksburg, West Virginia, sets a new record high in adjustment aid.

Under the proposal, Fourco will be furnished the financial assistance for a period not to exceed 20 years, in adjusting to competition from increased imports caused by U.S. trade concessions.

Adjustment assistance funds, in addition to funds provided by a commercial lender, will be used by the company to construct a float glass plant and improve existing glass manufacturing facilities. The loan certification is the largest amount of financial assistance to be approved for a company under the Trade Expansion Act of 1962.

Fourco is the second sheet glass manufacturer authorized for federal assistance under the program. A loan of $4 million was certified previously to assist ASG Industries, Inc., in the construction of a float glass plant in Kingsport, Tenn.

The adjustment assistance program for firms is administered by the Office of Trade Adjustment Assistance in the Commerce Department's Bureau of Resources and Trade Assistance. Aid under the program may include technical, tax and financial assistance. See P. 37 for other recent adjustment assistance actions.

Census Data Shows Women Earn About Half As Much As Men

Working women with only a high school education have at least one economic characteristic in common with their college educated sisters—their earnings are approximately half that of their male counterparts.

This is disclosed in a 1970 Census report entitled "Earnings by Occupation and Education." The Census Bureau report shows that working women 25 to 64 years old, who had completed four years high school, earned a median of $5,067 in 1969, or only 56 percent of the amount earned by men of equivalent age and education. It showed that working women in the same age bracket with four years of college earned only 55 percent of the median amount earned by college-educated men—$7,238 v. $13,103.

The disparity in earnings between women and men is even more marked in some of the 12 major occupational groups listed in the report. For example, women private household workers who finished four years of high school, earned only about 37 percent of the amount earned by similarly educated male private household workers. On the other hand, female "clerical and kindred workers" earned 63 percent of the amount earned by men.

—*Census Bureau*

Got A Real Toughie Of A Problem? Bring It To Commerce's Ombudsman

A New England senator requested the assistance of the Ombudsman for Business in obtaining payment for a constituent —an electronic firm which had furnished equipment to a research unit of a European Government. Payment was two years overdue.

In a speech in New York the Ombudsman referred to the actions taken to effect collection of this account to an audience consisting of members of an international trade group and some of their guests. About three weeks later the Ombudsman received a letter from one of the members in the audience stating that one of his overseas clients who was present "was so impressed with your last talk that as soon as he got home he sent us $137,000 that had been outstanding for over 7 months and I sincerely believe that you were instrumental in the remittance from my European friends."

"Our company has sold coal to a Federal agency," another Ombudsman patron wrote. "The agency refuses to pay, asserting that it has a counter claim against us. It, in fact, has a counterclaim against our supplier. We buy and take title to the coal and resell. We have no other relationship with the supplier. We need our money. Can you straighten this out?"

The bill was paid in full.

These are among the scores of unique and often difficult questions answered daily by the Commerce Department's Office of the Ombudsman for Business.

The Ombudsman is a central place in the Federal Government where businessmen and other users of the service can come with requests for service and information and also express their criticisms, suggestions and complaints.

Three Secretaries of Commerce and 8,000 cases later Thomas E. Drumm, Jr., celebrates his second anniversary as the Ombudsman. The case load is constantly increasing—a total of 451 in February and approaching 500 in March—the job, more challenging, and Drumm's closely knit staff occupied with constantly jangling telephones, stacks of mail and visits from the variety of Congressmen, businessmen and John Q. Citizens who use the Ombudsman's services.

The walls of the office are lined with huge black notebooks filled with praise and letters of appreciation from the meek and the mighty —from the tiniest, struggling minority entrepreneur to the Nation's corporate and industrial giants. The letters generally say thanks for cutting through not only this government's red tape, but often that of other countries too. Thanks for answering a simple "where to find it" question. Or merely "thanks for being there."

Experiment started

When the Office of the Ombudsman was started in March 1971 it was an experiment by former Secretary of Commerce Maurice H. Stans who saw the need for a person who knew the Federal bureaucracy and knew the needs of business. A person to be available to business—large and small. The experiment caught on so well that it is being copied by trade associations, state, county and municipal governments and foreign countries.

The office's initial functions and responsibilities, broad enough to cover the unique barrage that followed, remain essentially the same. They are:

- Receiving and answering questions on Federal programs of interest to business.
- Providing a focal point for receiving and handling communications involving information, complaints, criticisms, and suggestions about government activities relating to business.
- Arranging conferences with appropriate officials within the Department of Commerce and in other Federal departments and agencies and following up on referrals to determine whether further assistance is necessary and appropriate.
- Developing suggested changes to remedy the causes of legitimate business complaints about the Federal Government and referring them to the Secretary of Commerce for further actions. The Ombudsman serves as a Special Assistant to the Secretary, reports to and is answerable directly to him.

After six months, Stans said the program had had "a special impact" on government-business relations and that the results were very gratifying.

After 18 months of operation of the office, Peter G. Peterson, then Secretary of Commerce, said:

"What began as an experiment in government-business relations has proved so successful that the office has become a necessary institution of government."

The electronics company and the coal company's problems are illustrative of the variety of cases that flow through the office. Primarily

Thomas Drumm, Jr.
Ombudsman for Business

it's day after day of helping the businessman find the answers.

"Ours is a small company in the field of electronics," one firm explains. "We feel that certain government planned procurement should be set aside for small business."

"Ours is a large company," another writes. "We supply numerous items in government procurement. We feel that in a particular case items on set-aside should not be."

"Ours is an Australian firm. We would like to import U.S. made automotive parts. Can you help with information?" Yes.

"We plan a massive penetration of Western European market via intensive export promotion, joint venture, licensing, acquisition and other direct capital investment. Will you provide information and assistance?" Yes.

Businessmen with questions should address them to the Office of the Ombudsman, Department of Commerce, Washington, D.C.

Note For Federal Contractors

The Viet-Nam Era Veterans Readjustment Assistance Act of 1972 requires Federal contractors and first-tier subcontractors to list job openings with the United States Employment Service.

The primary purpose of this law is to expand the job opportunities that the Employment Service can make available to Viet-Nam-era veterans.

Business firms that are not affected by this directive can make a significant contribution to the Jobs for Veterans Program through voluntary support and implementation of the law's specifications.

Full details of the law can be obtained by contacting the nearest Employment Service or Regional Manpower Administration office.

More Young Males Entering Work Force Currently

A large percentage of young men 18 and 19 years old are entering the labor force, the Census Bureau reports.

In 1972, 72 percent of young men 18 and 19 years old were in the labor force, compared with 70 percent in 1970. While the percentage in the labor force is up, fewer also are in the armed forces.

The proportion in the age group in the service dropped from 10 percent in 1970 to 8 percent in 1972.

Correspondingly, the segment in the civilian labor force increased from 60 percent in 1970 to 64 percent in 1972. Those with jobs increased from 52 percent to 55 percent in the same period.

Youth study

The Census Bureau report compiles a broad range of the most recent statistics about American youth. It examines the labor force and employment status of men 20 to 24 years old—the age group which includes many Vietnam-era veterans. Of 6.1 million men in this age bracket, almost one-third (31 percent) were veterans. A higher proportion of veterans (92 percent) was in the labor force than the total of men 20 to 24 years old (86 percent), but the unemployment rate was higher for veterans (9.7 percent) than for all men 20 to 24 years old (7.7 percent).

Educational attainment continues to increase among men and women 25 to 29—those who recently would have finished their schooling and entered the labor market. The proportion finishing at least four years of high school increased from 77 percent in 1971 to 80 percent in 1972. The increase was especially sharp among those young adults of black and other races, a rise from 61 percent in 1971 to 67 percent in 1972.

Young people are not as likely as older people to vote in elections, and black youth not as likely as white youth to cast ballots, the report says. In the November 1972 election, the percentages of those reporting that they voted were 50 percent for 18- to 24-year olds; 66 percent for those 25 and over; 52 percent for white youth; and 35 percent for black youth.

The report looks at the effect of the declining birth rate of recent years on the number of high school and college-age youth of the future. High school youth (14 to 17) were estimated at 16.4 million in 1972. The report projects this age group will continue to increase until it reaches a peak of 16.8 million in 1975, and then it will start to decline, reaching 14.3 million in 1985.

Prime college age

The prime college age group (18 to 21) was estimated at 15.2 million in 1972. This group is projected to continue to increase until a 1980 peak of 16.8 million. After that, the 18-21 age group will begin to decline, and is projected to be at 15 million in 1985.

(Many businessmen follow trends of American youth and use census data in spotting new market trends and plotting market areas of the future.)

The report also contains migration, marital status, fertility, and income data about the young people of the United States.

Copies of the report, *Characteristics of American Youth: 1972*, Series P-23, No. 44, are available for $1.25 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or from Commerce Department District Offices in major U.S. cities.

—Census Bureau

Assessment Unit Handles Tasks For Varied Data Users

"The better information businessmen have at hand, the better their ability to make the sound judgments that will lead to a more productive and efficient economy."

Gary Cook, Deputy Assistant Secretary and Acting Director of the Bureau of Competitive Assessment and Business Policy, explained his agency's expanded services which include upgrading of its specialized publications, improvements in foreign trade opportunities and a kaleidoscope of service activities for other organizations and the general public.

In addition to its regular policy work for the Secretary of Commerce, the agency Cook heads (formerly the Bureau of Domestic Commerce), takes on analytical services for other government agencies and specialized chores for the business community.

"We do these projects for agencies outside Commerce if we have the resources and if we believe it will have a major impact on the ability of business to contribute to national goals," Cook said.

For the Cost of Living Council, Cook said, "we are helping examine possible changes in prices in several industry sectors over the next several months."

A little-known area where the Bureau of Competitive Assessment and Business Policy plays a big role is U.S. participation in international bodies. For example, Cook pointed out, "experts in our Bureau provide the commercial input into the deliberations of the International Labor Organization.

"Moreover, major policy and analytical work for the Industry Committee of the Organization for Economic Cooperation and Development is handled by our staff," Cook said further. This involves everything from helping to shape the work plan of the OECD Industry Committee in ways that benefit the United States, to preparing responses to questionnaires that become OECD documents explaining trade relationships.

For the National Commission on Materials Policy, the specialists in the Bureau are analyzing short and long-term problems in the supply and demand of ferrous metals.

"We also help the Office of the Special Trade Representative on trade and economic issues where industry expertise is important," Cook continued.

Gary Cook
Acting Director, Bureau of Competitive Assessment and Business Policy

The Commerce Department agency contributes to the National Commission on Productivity by providing analytical talent to the Commission's efforts to increase productivity.

In outlining the Bureau's services to business and nongovernmental agencies and organizations, Cook said "we hope to make substantial improvements in our regular program of work with the Bureau of International Commerce. This involves analyzing trade opportunities for American businessmen interested in selling abroad."

The Bureau of Competitive Assessment and Business Policy produces a number of specialized publications which give executives in industry the best available information. The best known of these is the U.S. Industrial Outlook, containing over 200 industries. Others include the quarterly reports on major industries such as Copper, Pulp and Paper, Printing and Publishing.

"We are trying to upgrade all our publications by talking to businessmen about the needs they have . . . and the kinds of information that would be useful to them," Cook said.

Where the situation warrants, he concluded, "we create studies of specific industry segments which may be growing faster than others." The most current of these is the analysis of recent growth in the franchising industry.

—Bureau of Competitive Assessment and Business Policy

Spanish Speaking Residents Concentrate In Three Cities

More than one-fourth of all persons of Spanish origin in the U.S. live in two metropolitan areas—New York City and Los Angeles—the Census Bureau reports. Two of every five persons of Cuban origin live in Greater Miami.

The supplemental census report presents data on 116 Standard Metropolitan Statistical Areas which had 5,000 or more persons of Spanish origin on Census Day.

A total of 1,289,079 persons of Spanish origin lived in the New York City area in 1970. Almost 70 percent of the total — 887,119 — were of Puerto Rican origin.

In Los Angeles, Spanish origin residents make up more than 10 percent of the Nation's total. Of 1,051,409 persons of Spanish origin in metropolitan Los Angeles, 822,310 were of Mexican ancestry.

Of 544,627 persons of Cuban origin, 218,754 resided in Miami.

Non-Residential Construction To Pace Building Industry's Greatest Year

The greatest physical volume of new construction ever put in place in a single year will be achieved in 1973, the Bureau of Competitive Assessment and Business Policy, forecasts in its 1973 Industrial Outlook.

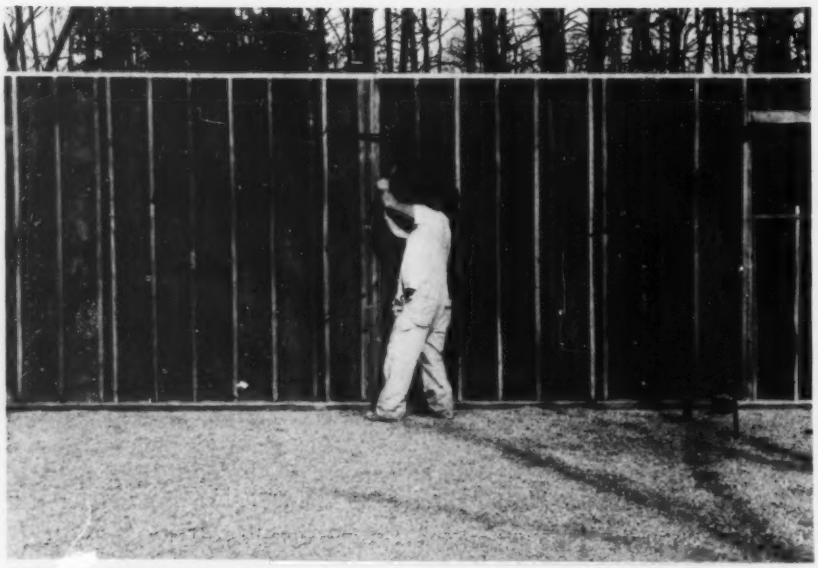
Outlays for new construction activity this year are projected at $130 billion. Three-fourths of the year's outlays—$97 billion—will be for privately owned facilities; the other $33 billion will be for public works of all types.

This year will be the third in which the construction industry has provided strong underpinning for the economy. It will be the largest of all, by every standard—dollar value, physical volume and employment provided.

Private residential building, which leaped from $32 billion in 1970 to over $53 billion in 1972, is not expected to contribute to the overall uptrend in 1973, with expenditures remaining at the 1972 level and the number of new housing starts receding from 1972's all-time high.

Essentially, private residential and nonresidential buildings will exchange roles in 1973 from the ones they played in 1972. Last year the residential sector rose about one-fourth, adding over $10 billion to its share of construction while nonresidential spending was only modestly above its 1971 figure. In 1973, housing expenditures will level off as nonresidential buildings rises by more than 10 percent.

Nonresidential buildings in the privately financed sector is expected to especially benefit from an improved price structure. Under Phase II of the economic stabilization program increases in costs of materials moderated in 1972 to about 5 percent, and there is hope that they can be held to 3 or 4 percent in 1973. The Construction Industry Stabilization Committee slowed down wage increases from an average in the building trades of 15 percent in 1970 to 11.5 percent in 1971 and an estimated 7.5 percent in 1972. It aims at the Administration's goal of 5.5 percent for 1973.



CONSTRUCTION UP—*Construction is a booming business and loans for homes has topped previous levels. Here wall panels for the treated wood foundation system of a home are clamped to insure tight joists before final nailing.*

Success in that area would mean that two-thirds of the projected rise in dollar costs of new nonresidential buildings would represent more actual output. By contrast, the rise in that category to about $24 billion in 1972 from $22.5 billion in 1971 all went into higher costs for the same volume.

Public utilities are expected to spend $14.9 billion in 1973, a rise of 13 percent from 1972, to rank third in the field after private housing and nonresidential buildings construction.

Americans Owe More Than $303 Billion On Homes

Americans owed $303.3 billion in mortgage debt on nonfarm homes in 1971, the Census Bureau's preliminary survey figures show.

A decade earlier the total debt was $144.4 billion.

The figures are the first to be released from the 1971 Residential Finance Survey, which was based on a sample of housing units counted in the 1970 Census of Housing.

Some 61 percent of homeowner properties — 20.1 million — were mortgaged. The average debt was $11,300, for a total of $227 billion. In 1960, about 57 percent—or 15.8 million—homeowner properties were mortgaged, for an outstanding debt of $117.2 billion, an average of $7,400 per property.

Of the 1971 total debt on homeowner properties, $223.6 billion was in first mortgages, averaging $11,100. The remaining $3.5 billion was in second and subsequent mortgages on one million homeowner properties.

The second major category covered in the survey was 3.3 million rental and vacant properties, accounting for $76.2 billion in outstanding debt. Of this amount, $73.0 billion was first mortgage debt. In 1960, there were 2.6 million mortgaged rental properties with a total outstanding debt of $27.2 billion.

—Census Bureau

U.S. Has World Lead In Two New Processes For Steelmaking

The U.S. is the leader in two areas of development of improved techniques for the manufacture of high quality iron and steel, the Bureau of Competitive Assessment and Business Policy has concluded in a new survey.

The new processes are iron-ore pelletization and direct reduction of iron-ore for processing in iron and steel-making furnaces.

The Commerce Department agency's survey, "World Iron-Ore Pellet and Direct Iron Capacity," lists current capacities and predicts future needs and capacities.

The survey reports that the 1972 world iron-ore pellet capacity is 148 million tons, an increase of 52 percent over the 1969 capacity of 96 million tons.

The United States maintains the largest capacity, about 42 percent of the world total.

Expansion after 1972 and into 1976 calls for an additional global capacity of 62 million tons, and will bring the world total to 210 million tons.

The pelletization process transforms finely ground iron-ore of a high iron content into spherical pellets. The pellets are then heat-hardened in several types of furnaces. The high iron content of the pellets not only reduces shipping costs but also increases blast furnace productivity and reduces coke requirements.

Alternative processes

The Commerce survey also discusses an alternative process, direct-iron, which has the advantage of producing a direct-iron product without the use of a blast furnace, primarily using gas as a reductant and eliminating the need for coking fuel.

Earlier direct-iron processes required the use of coal to reduce iron-ore to a spongy mass. The mass is hammered while still hot to expel most of the slag, and is forged into desired shapes.

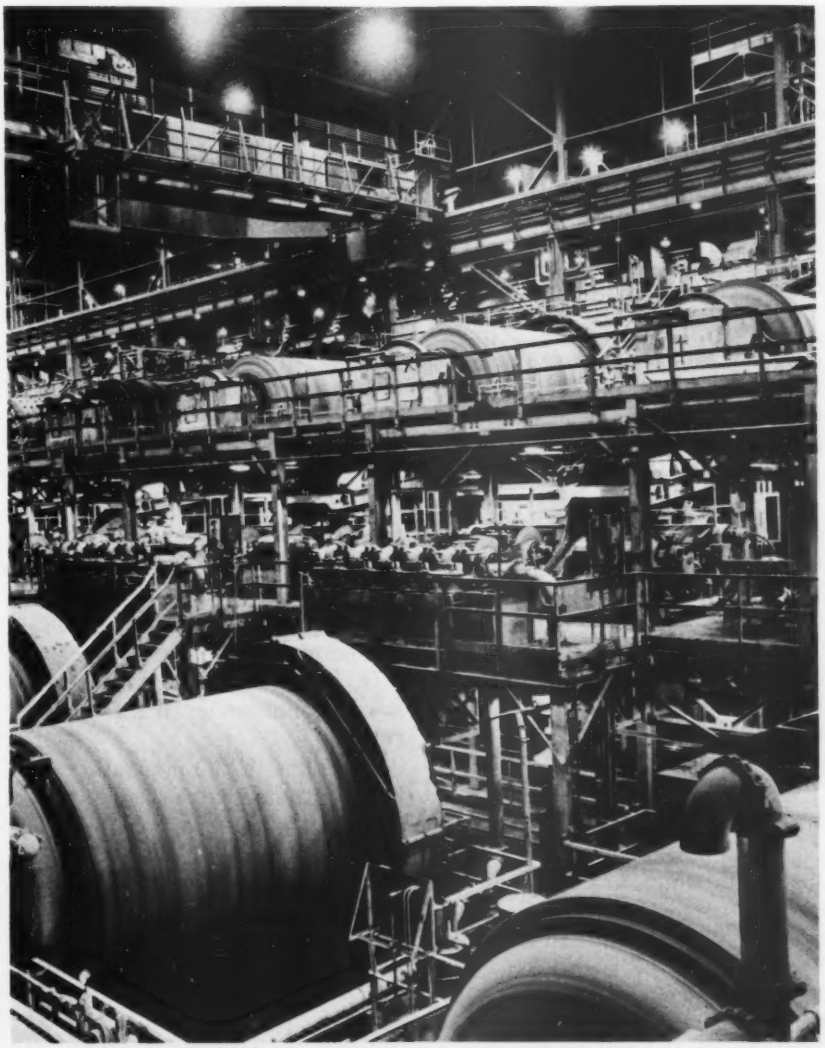
The survey establishes current world direct-iron capacity at about five million tons, identifying the United States as the leading producer with 23 percent of the total world capacity.

The addition of a recently announced plant in the Soviet Union will more than double the present world capacity, adding approximately five million tons to the world total.

The study predicts that by 1975 world demand for direct-iron products will increase to 15 million tons annually—and by 1980, to 65-75 million tons annually.

The publication is available from the Materials Division of the Bureau of Competitive Assessment and Business Policy, U.S. Department of Commerce, Washington, D.C., 20230.

—Bureau of Competitive Assessment and Business Policy



ERIE MINING CO.—*A partial view of the interior of the concentrator building at Erie Mining Co. Here crude taconite is reduced to face powder fineness to permit magnetic separation of the ore from waste materials. Three tons of crude ore must be mined to obtain one ton of high-grade concentrate, which is subsequently rolled into ¾-inch pellets and heat-hardened in furnaces at approximately 2375 degrees F.*

Phase III Distinctions Between Producers, Wholesalers, Retailers Outlined; Penalties Reviewed

Productivity and cost-justifying price increases are aspects of Phase III that have brought a number of questions from the business community. The Cost of Living Council has clarified some aspects of the primarily voluntary program in a series of questions and answers which include:

Q. Are the Phase III rules for cost-justifying price increases for wholesale and retail activities in the voluntary sector different from those for manufacturing and service activities?

A. Retail and wholesale activities are subject to the same general price standard as manufacturing and service activities. The principles and policies of the Phase II regulations can be used as a guide, as can the modifications in the mandatory regulations and procedures which are applied to firms in the food sector under the Phase III rules. These include the change in the level at which customary initial percentage markup can be applied and the allowance for an increase in customary initial percentage markup, on a dollar-for-dollar basis, to reflect government-mandated operating cost increases.

Q. What actions can the Cost of Living Council take during Phase III when it discovers violations of the Economic Stabilization Program regulations?

A. Within sectors where Phase III rules are to be self-administered, proposed pay and price adjustments which are unreasonably inconsistent with the standards or goals of the Economic Stablization Program may be suspended or, if already implemented, may be rolled back. Price or wage ceilings may be established in such cases and special reporting or recordkeeping requirements also may be imposed. In addition, the Council may prospectively reimpose mandatory controls over any sector of the economy if mandatory controls would further the goals of the program. After the reimposition of mandatory controls, conduct which is not in accordance with those rules is subject to both administrative and judicial sanctions.

In the mandatory sectors (food, health, and construction), pay and price adjustments in violation of the mandatory rules, as well as other Phase III violations, are subject to the full range of administrative and judicial sanctions, including rollbacks and refunds. Also subject to such sanctions are contract renegotiation provisions which are triggered by changes in the Economic Stabilization Program, retroactive adjustments which are designed to recoup what was prevented during Phase II, and prospective adjustments which are contrary to the terms of Price Commission, Pay Board or IRS decisions and orders.

Failures by firms subject to either the mandatory or voluntary standards to comply with recordkeeping and reporting requirements are subject to both judicial and administrative sanctions.

Q. How is productivity taken into account under the Phase III rules?

A. Firms in the mandatory sector continue to be subject to the rules of Phase II, including rules requiring productivity offsets. Firms in the self-administered sector are subject to the general Phase III standard regarding cost-based price increases, which necessarily requires reductions for gains in productivity and volume. The principles and policies contained in Phase II regulations, including the policies with regard to productivity, can be used.

Q. In filing Phase II reports for its fiscal year ending Dec. 31, 1972, may a firm modify its base period profit margin in accordance with the Phase III definition?

A. No. For each fiscal year ending before Jan. 11, 1973, a firm must use the definition of "base period" in effect during Phase II.

Q. Revenues from which of a firm's fiscal years determine whether it is subject to the recordkeeping or reporting requirements applicable to firms in Phase III?

A. The firm's most recently completed fiscal year.

Q. For purposes of computing revenue levels in determining reporting and recordkeeping requirements in the self-administered sector, should exempt sales and sales in industries subject to mandatory controls be included?

A. Yes. The Phase III regulations define a firm's revenues as total gross receipts during its most recent fiscal year, from whatever source derived, with the exception of foreign activities.

One-In-Eight U.S. Family Heads Reports Disability

Nearly 12 percent of the 44 million U.S. family heads of working age (18 to 64 years) reported in the 1970 census that they had a disability serious enough to hinder them in their work.

The Census Bureau reported that there were 3.6 million family heads with a partial work disability and 1.6 million with complete disability when the census was taken. Moreover, the families headed by these disabled persons had lower incomes than families headed by well persons.

Median incomes of families headed by persons without a disability was $10,601 in the year covered by the income statistics—1969. For families in which the heads had a partial disability, the median was $9,128, and in cases where the family head was completely disabled, the median dropped to $4,666.—*Census Bureau*

'73 Business Outlays On Plant, Equipment To Top $100 Billion

Businessmen plan to spend $100.6 billion for new plant and equipment during 1973, 13.8 percent more than in 1972, according to a survey by the Bureau of Economic Analysis.

The projected rise for 1973 compares with increases of 8.9 percent in 1972 and 1.9 percent in 1971.

The survey—made in late January and February—also showed that widespread sales gains are expected in 1973: manufacturing, 9.5 percent; trade, 7.5 percent; public utilities, 9.5 percent.

Actual capital expenditures in the fourth quarter of 1972 advanced 4.9 percent to a seasonally adjusted annual rate of $91.9 billion. The projected increase for the fourth quarter, reported last December, had been for 5.3 percent.

Capital outlays in the first quarter of 1973 are expected to rise 5.2 percent to an annual rate of $96.7 billion. Second-quarter outlays are projected to rise 3.5 percent, to $100.1 billion. The scheduled rate of spending in the last half of 1973 is $102.6 billion, up 4.25 percent from the first half of the year. Spending in the first six months of 1973 is projected at an annual rate of $98.4 billion, about 13 percent above the first half of 1972 and 9.5 percent above the second half.

Investment by manufacturing industries is expected to advance 18 percent in 1973. Durable goods producers are scheduling a 20 percent advance and nondurable goods firms expect a 16 percent increase. All major industry groups except textiles are expecting 1973 investments to be higher than last year. Increases of more than 20 percent are projected by the nonferrous metal, aircraft, "other durable goods," paper, chemical, and rubber industries. Motor vehicle, stone-clay-glass, and food and beverage companies are projecting investment gains between 14 and 19 percent.

Capital spending by nonmanufacturing industries is expected to rise 11.5 percent in 1973, about the same as last year. Electric and gas utilities are expecting outlays to rise about 17 percent. Communications and commercial firms—especially trade, service, and finance—also expect substantial advances. Railroads and airlines expect outlays to be lower than last year.

—Bureau of Economic Analysis

Calendar For Businessmen

March 21—Cleveland, Ohio—Conference on "Productivity—The Challenge to the U.S.", sponsored by the Cleveland Engineering Society, 3100 Chester Ave., and the Department of Commerce.

March 26-27—New York—Seatrade Energy-Financial Seminar. Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, will address luncheon March 27 at Hilton Hotel.

March 26-27—Williamsburg, Va.—Southern Interstate Nuclear Board meeting. Howard F. Casey, deputy Assistant Secretary of Commerce for Maritime Affairs, will address luncheon on March 27.

March 30—Los Angeles—Business Opportunity Federal Procurement Conference, sponsored by Rep. Charles Wilson and the South Bay, Gardena Valley and Centinela Valley Chambers of Commerce. For information, Bill Pickens, Office of Rep. Wilson, 15305 S. Normandy St., Box 2062, Gardena, Calif., 90247. Phone: 213-323-4171.

April 4—New York—National Maritime Council Unity Dinner. Secretary Dent will be the featured speaker.

April 12-13—Jefferson City, Mo.—Annual Missouri Industrial Development Conference.

April 18—St. Louis—Associated Industries of Missouri Conference. Thomas E. Drumm, Jr., Ombudsman for Business, will be a featured speaker.

April 23-26—St. Louis—American Marketing Associating spring business conference at Chase Park Plaza Hotel. For information, Ron Zajicek. Phone: 312-648-0536.

April 23-May 11—Detroit—Institute for Minority Business Education Basic Training Course, sponsored by IMBE, Howard University, Washington, D. C.

April 30-May 5—New York—Second National Consumer Information Week, sponsored by the Council of Better Business Bureaus.

May 4—Lowell, Mass.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. P. W. Cronin.

May 10—Rome-Utica, N.Y.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. D. J. Mitchell.

May 16—Joliet, Ill.—Business Opportunity Federal Procurement Conference, sponsored by U.S. Rep. G. M. O'Brien.

Ombudsman For Business

Businessmen who need assistance in their dealings with the Federal Government have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints — the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

SCIENCE & TECHNOLOGY REPORT

- Time, frequency broadcasts reduce brownout chance
- Fisheries book sheds light on new problems
- U.S. experts check fish hauls aboard Japanese vessels
- Sampling plans posed to amend carpet standards
- Patents of special interest

Merchant Ships Aid Federal Sea Research

A remarkable partnership between the business community and the Federal Government that daily records undersea "weather conditions" is benefitting oceanic science and the national economy by way of the U.S. fishing fleet. The program takes advantage of the ability of merchant ships to take readings in thousands of miles of seawater annually, and gratefully accepts the voluntary services provided by shipping companies, maritime unions, and maritime cadets.

Known as "Platforms of Opportunity," the year-round marine research effort is a function of Commerce's National Oceanic and Atmospheric Administration and is coordinated by the National Marine Fisheries Service. The U.S. Navy, which developed much of the research system for its own purposes, contributed greatly to the design of the NOAA program, and assists in the processing of data. The National Science Foundation supports the effort.

Objective of the program is eventually to produce an all-season data bank of marine temperature and salinity occurring at various depths in all areas where the U.S. fishing fleet may ply its trade.

Migratory fish

Salinity and temperature related to depth exert a strong influence on the movements of migratory fish populations as they move ceaselessly through the world's oceans. The ability to predict various combinations of those elements depends on a thorough knowledge of their interrelationships under a variety of circumstances.

Since the Platforms-of-Opportunity program began three years ago, non-scientific volunteers in this marine weather-seawatch have contributed enormous quantities of otherwise unavailable data to the national effort toward helping fishermen produce bigger catches more efficiently. Scientific predictions of ocean weather were used to great advantage in 1972, for example, to help Pacific tuna men land near-record catches of albacore tuna.

Veteran and leading participants in the program on the Pacific Coast are the Matson Navigation Co., the Chevron Co., and the Pacific Far East Line. Scientific data is gathered by these and other companies from aboard luxury liners, freighters, tankers, and container ships. On the Atlantic Coast, the oceanographic program is carried out

ELECTRONIC TEMPERATURE TAKING—*Third Officer Cecil R. Mayes of the S.S. Mariposa loads an expendable bathythermograph, called the XBT, into a launcher preparatory to taking the ocean's temperature at great depths by means of an electronic probe. Readings are taken every four hours, day and night, on a voluntary basis for a Government year-round marine research effort.*

through the cooperation of four major shipping companies based in New York and New Orleans: Moore-McCormack Lines, Grace Prudential Lines, Lykes Brothers, and the Delta Steamship Co.

Several of the commercial vessels involved have a decade-long history of monitoring and reporting on the marine environment, but until the advent of the expendable bathythermograph (commonly called the XBT) such efforts were limited to taking surface temperatures. The easy-to-operate and efficient XBT now permits observations of temperatures from the surface to about 2,500 feet deep. The most sophisticated XBT systems are installed aboard two sister ships of the Pacific Far East Lines which regularly cruise through the Pacific, touching ports from San Francisco to Australia.

The mates and engine-room personnel aboard these ships take readings every four hours, day and night, on 43-day cruises, on a no-pay basis. Because the XBT is not yet equipped to measure salt quantities in seawater, a water sample is bottled and sealed at the beginning of each XBT procedure, to be collected and processed for salinity information when the ship returns to home port. Equipment consists of a launcher mounted on the lower deck, from which an electronic probe is released into the sea. As the probe descends to the ocean bottom on a wire reel, it signals its temperature and depth messages to readout machines and a paper-tape recorder installed in a cabin nearby. The readout equipment is set to show the date, time, longitude, latitude, and quadrant at each data-collecting location.

The taped information is radioed periodically to the Navy's Fleet Numerical Weather Central in California. Later, the data is converted into charts and graphs of ocean weather and combined with other known factors to produce informational documents for both the Navy and the Pacific fishing fleet. One of the outlets for the material is the NOAA "Fishing Information," a monthly advisory to the tuna fleet issued by the NMFS Southwest Fisheries Center at La Jolla, Calif. Other bulletins are issued more frequently, depending on fishing circumstances and needs.

The scientific program annually produces detailed analyses of the ocean's climate over vast areas from Alaska to Mexico and from California to Australia in the Pacific. In the Atlantic, coverage extends all along the Eastern Seaboard into the Gulf of Mexico, to the Panama Canal, into the Caribbean, and along the coast of South America. —*NOAA*

Tornado Activity Reaches Record Level In January

Forty-six tornadoes were reported to the Severe Local Storms Unit of the National Severe Storms Forecast Center during January making that month the most active January for tornadic activity since formalized records have been kept. The previous high was 40 tornadoes in 1967. —*NOAA*

Time, Frequency Broadcasts Reduce Chance Of Electric Power Brownouts

As the demand for electrical energy continues to climb in this country, the likelihood of widespread electrical brownouts is being reduced because of time and frequency broadcasts beamed from the radio station of Commerce's National Bureau of Standards at Fort Collins, Colo.

U.S. power systems operate as a single nationwide interconnected network encompassing about 94 percent of U.S. generating capacity. Each utility shares in the obligations of interconnection: adjusting power generation levels to match load changes, providing timely power transfers from one utility to another, and assisting neighbors during periods of need.

As the use of energy grows, as large utilities sell power back and forth, the need grows for an accurate way to measure power use.

One great problem of power companies today is to keep frequency synchronized with load. Precise frequency and time standards are required by interconnected utilities to avoid inadvertent tie line energy flows. Such energy flows cause unnecessary losses in transmission lines, create unnecessary generating burdens, and lead to instabilities and breakdowns.

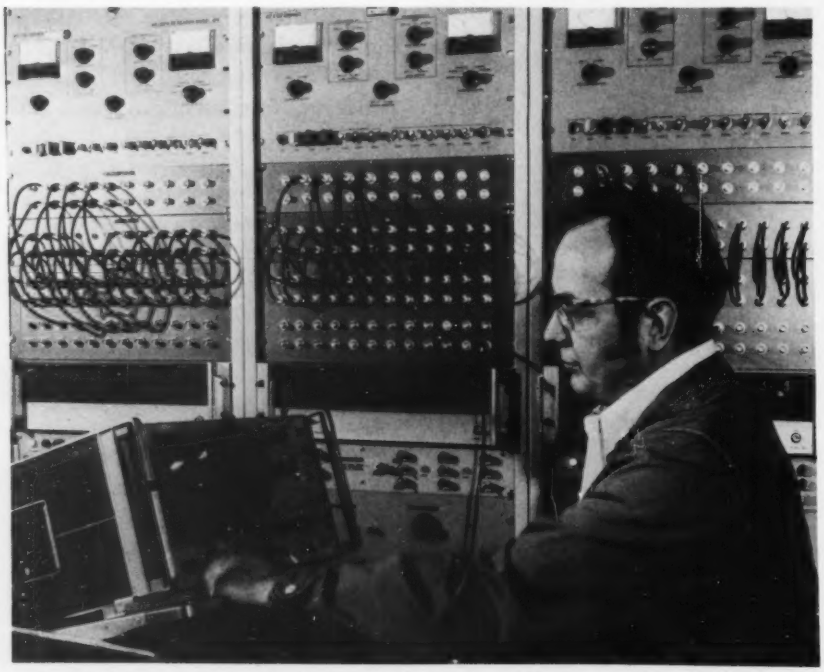
National Bureau of Standards time and frequency signals, broadcast from station WWVB are essential to this task. The NBS standards can also help to track down power failures quickly so they can be localized. They contribute to the stability of the entire chain, minimizing the risk of local power failure suddenly cascading into power interruption over wide geographic areas.

Proper readjustments of generator frequencies against high accuracy clocks, better than 1 millisecond, insure proper total power transfers in the system. The frequency information, used to see that the frequency stays at 60 hertz, frees up "discretionary energy" and increases reserve margins.

A direct path, with no time delays, to the signals' receiving areas provides more ready reception at distant points without undue difficulty. This allows for measurement to be the same in all areas of interconnection. This also simplifies correction, cutting down on error and delay caused by oral and written communications which are normally a part of a cumbersome notification network for spreading time error information. These problems are neatly solved through the use of the time-code broadcasts of NBS radio station WWVB.

The value of the broadcasts is expected to grow as energy requirements move upward in the coming years.

—*National Bureau of Standards*



MAINTAINING THE CLOCKS—*Charles Snider, electronic technician at radio station WWV, assists in maintaining the commercial cesium clocks used in determining Universal Coordinated Time which is broadcast via WWV and WWVB. The clocks are located in an environmentally-controlled room. Both stations share facilities near Ft. Collins, Colorado.*

New Fisheries Book Sheds Light On Various Problems

New light is shed on the problems and potentials of the world's fisheries in a recently-published book entitled "World Fisheries Policy: Multidisciplinary Views." The book contains 16 essays by as many fisheries experts from several countries. It seeks to evaluate the effectiveness of past fisheries policies and outline concepts and attitudes that may shape future policies.

Published by the University of Washington Press, the book is the result of a series of interdisciplinary seminars sponsored by the Graduate School of Public Affairs of the University.

Editor of the collection is Dr. Brian J. Rothschild, Director of the National Marine Fisheries Service Southwest Fisheries Center, La Jolla, Calif., a part of Commerce's National Oceanic and Atmospheric Administration.

U.S. Experts Check Fish Hauls Aboard Japanese Vessels

Government observers are spending about 30 days aboard a Japanese fishing vessel in the Bering Sea checking the incidental catches of halibut among the catches brought to the factory ship for processing. This is part of an arrangement worked out with the Government of Japan permitting U.S. observers aboard Japanese ships.

The two observers are experts from Commerce's National Oceanic and Atmospheric Administration.

Primary catch of the Japanese vessels consists of pollock, flounder, Pacific cod, and rockfish.

The U.S. has long believed that incidental catches of halibut, especially young halibut taken by foreign trawlers, may be contributing to the decline of the North American halibut resource. Japan claims the incidental catches of halibut are insignificant.

As a domestic measure, Japan does prohibit trawling in a large area of the eastern Bering Sea regarded as a halibut nursery area. Japanese fishermen also are required to return to the sea any halibut taken incidentally by trawl gear in the eastern Bering Sea. However, the U.S. and Canada maintain that mortalities are high among the incidental catch, particularly when the young halibut are not thrown back immediately.

Better evaluation

The U.S. observers will have an opportunity to check the incidental catches of king crab and other species, and the data gathered will contribute to a better evaluation of the adequacy of conservation measures in the Bering Sea.

Additional observer teams of two men each are scheduled to board various types of Japanese fishing vessels throughout the year as a result of the understanding reached in the International North Pacific Fisheries Commission of which Canada, Japan, and the U.S. are members. Under the program, U.S. observers will participate, usually for 30-day periods, aboard various types of Japanese vessels including factory ships and independent trawlers.

U.S. participation in the observer program is directed from the National Marine Fisheries Service Northwest Fisheries Center, Seattle, Wash. U.S. observers will come from the Alaska Department of Fish and Game, the International Halibut Commission, and the NOAA Commission Corps, in addition to the Fisheries Service. Japan's Fishery Agency is cooperating with the program which will continue at least through 1973.

—NOAA

Computer Conference Set For New England College

"Making Service Industries More Productive Through Computers and Automation" is the subject of a conference on the campus of New England College, Henniker, New Hampshire, August 12-17 sponsored by the Engineering Foundation of New York City and the Institute for Computer Sciences and Technology of Commerce's National Bureau of Standards.

Objectives of the conference are to bring together individuals and organization representatives actively concerned with the technology, economics, or institutional arrangements necessary to apply computers to increase productivity and improve quality in the provision of services.

Further information may be obtained from the Engineering Foundation, 345 East 47th St., New York, N.Y., 10017, or the Institute for Computer Sciences and Technology, National Bureau of Standards, A-209 Administration Building, Washington, D.C., 20234.

—National Bureau of Standards

Sampling Plans Posed To Amend Carpet Standards

Amendments to add a sampling plan to the Federal carpet and rug flammability standards have been proposed by Commerce Secretary Frederick B. Dent that would greatly reduce the hazard of carpet and rug fires in U.S. homes and institutions.

"The sampling plan proposal would enable all production of carpets and rugs to be tested according to a statistically-based procedure to give close review of production and assure that virtually all carpets and rugs reaching the consumer for sale would conform to the Federal flammability standards for carpets and rugs," the Secretary said.

If testing revealed that a production lot of carpet did not conform to the standards then the entire lot would be rejected before being placed on the market. This stringent procedure would apply to both large and small carpets and rugs.

"The proposed sampling plan amendments also permit manufacturers to develop alternative testing procedures which we will approve if they provide equal flammability protection to the consumer," Secretary Dent added.

The Secretary also opened the door for the Federal Trade Commission to develop marketplace tests to sample carpets and rugs in retail and wholesale outlets. Such a move would assure protection to the consumer all the way from manufacture through purchase.

The proposed sampling plans were developed at Commerce's National Bureau of Standards following consultation with consumer and industry experts and analysis of the comments by interested parties received in response to the June 2, 1972, announcement that sampling plans may be needed.

Patents Of Special Interest

Recent patents issued by the U.S. Patent Office included:

Food slicing apparatus. A method of and apparatus for slicing a cut of meat or other food product into a number of slices of desired thicknesses simultaneously. A cut of meat is placed on a cutting block having a pusher element. The cutting block is mounted on a carriage that is reciprocable relative to an elongated cutting head having a number of transversely spacing cutting blades which is mounted on a frame in overlying relation to the carriage. Means are provided for advancing the carriage and thereby the cut of meat through the cutting blades to slice the meat into a number of slices of predetermined thickness. Patent No. 3,709,273 issued to Andre Robert Jaccard, Buffalo, N.Y., and Bernhard Hinkers, Werther, Germany, and assigned to Jaccard Corporation, Erie, Pa.

Smoke control device. After burner for burning combustible particles in smoke and exhaust gases from stationary installations. A heater is disposed adjacent an intake opening of a water-cooled combustion chamber and brings the smoke to its combustion temperature. Particulate matter is removed from the smoke by filters before the clean, non-polluting gas is discharged to the atmosphere. Surfaces of the combustion chamber contacted by smoke or cooling water are coated with Teflon to inhibit substantially all accumulation of particulate matter on such surfaces and prevent clogging of the device. The chamber can be mounted on top of a smoke discharging stack or device or it can be placed on the ground and provided with suitable conduits and blowers for passing the smoke to and through the combustion chamber. Openings are provide to supply the necessary additional combustion air to the combustion chamber. Patent No. 3,709,171 issued to John J. Barba, N. Anderson, Calif., assigned to Larry F. Olesen, Alhambra, Calif.

Waste compactor and bagger. Waste materials such as food waste, garbage and refuse or rubbish, paper scrap, is compacted and placed in a plastic bag. This is done by a plunger reciprocating within a body structure which has a compacting chamber projecting freely from one end, the plastic bag being placed over this portion of the apparatus. A rigid door is secured against the bottom of the bag and over the open end of the compacting chamber. The waste material is fed into a lateral opening and after repeated insertions and operations of the plunger the compacting chamber is filled and the bag is pushed away in filled condition and tied. Patent No. 3,708,953 issued to Dominick M. Alutto, Brooklyn, N.Y., and assigned to Antonio Alutto, National Baling Press and Equipment Co., Brooklyn.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, GPO, Washington, D.C., 20402.

Science Calendar

March 23-25—Hill City, Kan.—Mid-America New Ideas Fair, Graham County Fair Grounds. Information: Hill City Chamber of Commerce, Hill City, Kan.

March 27 — Gaithersburg, Md. — National Bureau of Standards. ANSI Committee on Consumer Education. Contact: T. W. Lashof, 921-2983.

April 2-6—Chicago—Illinois Institute of Technology. A national congress on "The Availability of New Technology In Industry From American Universities and Technological Institutes."

April 4—Gaithersburg, Md. — National Bureau of Standards. Minicomputer Symposium. Contact: Eric Swarthe, 921-3545.

April 4-7 — San Mateo, Calif. — Northern California Industrial Exposition, Hall of Inventions. Information: Northern California Industrial Exposition, Freeman and Associates, 77 Jack London Square, Oakland, Calif.

April 9-10 — Gaithersburg, Md. — National Bureau of Standards. Federal Information Resources Conference.

April 23-26 — Washington, D.C. — Sheraton Park Hotel. American Physical Society. Contact: K. G. Kessler, 921-2001, or W. R. Tilley, 921-2493.

May 6-11—Hartford, Conn. — Annual meeting of the National Conference of States on Building Codes and Standards. Contact: NCSBCS Secretariat, Center for Building Technology, NBS, Washington, D.C., 20234.

May 8-9—Gaithersburg, Md.—National Bureau of Standards. Color & Appearance Symposium. Contact: T. W. Lashof, 921-2983.

May 21-23 — Cleveland, Ohio — Sheraton-Cleveland Hotel. 28th annual Technical Conference. Sponsored by American Society for Quality Control.

May 25-27—Washington, D. C.— Business and Trade Exposition, sponsored by Washington Economic Union and the Assoc. of Technical Assistance Agencies.

June 8-10—Redwood Falls, Minn.— Minnesota Inventors Congress. Information: Minnesota Inventors Congress, P.O. Box 71, Redwood Falls, Minn., 56283.

INTERNATIONAL COMMERCE REPORT

- **Series of reports on African business opportunities**
- **Quarterly figures, U.S. share of world manufactured exports**
- **Washington official trade briefs**
- **Calendar for world traders**
- **Twenty pages of trade, investment leads**

Improved Trade Ties With Hungary Sought

Hungarian Deputy Prime Minister Peter Valyi has concluded a visit to the United States as the official guest of Secretary of Commerce Frederick B. Dent. The two officials agreed on the desirability of bringing about normal economic and commercial relations between the United States and Hungary as soon as possible.

In anticipation of a possible trade agreement they identified issues which would have to be resolved. These include the seeking of authorization from the Congress for the extension of Most-Favored-Nation tariff treatment, the availability of facilities for American firms in Hungary and the availability of government export financing for each country's exports.

In addition, the Hungarians indicated a willingness to negotiate a settlement of defaulted bond obligations. Issues connected with Hungarian accession to the GATT were also discussed. It was agreed that further discussions would be held on these issues in several months.

In addition, Secretary of State William P. Rogers and Valyi signed a previously-initialled agreement settling outstanding claims between the two governments. The Hungarian leader also met with Secretary of Treasury George P. Shultz, and Secretary of Agriculture Earl L. Butz.

The Hungarian delegation met with members of the Senate Commerce Committee including Senators Warren G. Magnuson of Washington, Norris Cotton of New Hampshire, James B. Pearson of Kansas, Howard W. Cannon of Nevada, Russell B. Long of Louisiana, Frank E. Moss of Utah, Daniel K. Inouye of Hawaii, and Ted Stevens of Alaska.

The delegation spent four days in New Jersey and New York, where Valyi was guest of honor at a luncheon hosted by the Council on Foreign Relations. The delegation also met with private firms interested in U.S.-Hungarian trade.

Members of the Hungarian delegation, in addition to Valyi, included Janos Nagy, Deputy Minister of Foreign Affairs; Bela Szalai, Deputy Minister of Foreign Trade; and Janos Fekete, Deputy President of Hungarian National Bank.

Presidential Mission Brings Call For New Africa Business Impetus

Although the U.S. Government has already provided important inducements to draw American investors and traders into Africa's developing nations, it must do more in helping U.S. business to meet the challenge of opportunity in Africa.

So says a Presidential factfinder, who recommends action along the following lines:

► Working for more favorable U.S.—Africa shipping rates;

► Providing technical assistance for labor and management training centers in the African nations;

► Stepping up the U.S. trade mission program in Africa;

► Striving to keep multilateral projects — by the World Bank, United Nations, etc.—fully open to U.S. participation;

► Putting a top priority on trade promotion within U.S. Embassies and Consulates in Africa;

► Opposing the reverse preferences that many African nations now give to Common Market countries.

These recommendations are being made to President Nixon and the U.S. business community by Rep. Guy A. Vander Jagt of Michigan, who has returned from a seven-nation African visit undertaken at the request of the President. Rep. Vander Jagt is a member of the Subcommittees on Africa and Foreign Economic Policy of the House Foreign Affairs Committee, as well as of the Republican Task Force on Foreign Economic Policy. He was a participant in the joint State-Commerce Department conference on business opportunities in Africa held in Washington last October (see *Commerce Today*, Oct. 16, pages 35-37).

Rep. Vander Jagt visited seven African nations: Ethiopia, Sudan, Kenya, Zaire, Gabon, Cameroon and Ivory Coast. He met with two heads of state, 18 cabinet ministers, a large number of other top officials and representatives of development institutions, and many African business leaders.

He described the theme of his mission and its relation to the October conference: "I was asked by President Nixon to travel to Africa and discuss with African leaders in Africa the problems and opportunities in African economic and commercial relations, with an eye to learning how best to increase the levels of U.S. trade and investment. Thus, reaffirming his deep interest in African economic development, the President wanted to make sure that the lines of U.S.-African communication, highlighted at the Washington conference by the participants' initiative, understanding and frank discussion, be kept wide open."

Diversification is keynote

Rep. Vander Jagt said that in each of the countries he visited he found the leaders determined to diversify their trade and investment patterns by moving away from dependence on the former colonial powers. Thus, interest by the U.S. is welcomed particularly at this time.

He noted, at the same time, that the developing countries in Africa have received relatively little attention up to now from U.S. private investors.

"The problems contributing to discouragement of the potential U.S. investor in Africa with which I was most often confronted," he declared, "were: small markets; limited purchasing power of Africans for consumer goods; risk of nationalization; some bureaucratic ineptitude at the lower echelons; shortage of skilled Africans in production, distribution and management categories; requirements for African participation that are sometimes awkward, and use of some business methods whose unfamiliarity to Americans can favor third-country competitors."

The varying opportunities for U.S. business in Africa are discussed in three stories elsewhere in this issue; results of a U.S. Trade Mission to North Africa on Page 32, and articles on the Moroccan and Ugandan markets on Page 44.

But the Presidential representative also received a catalog of problems of the U.S. investor's own making:

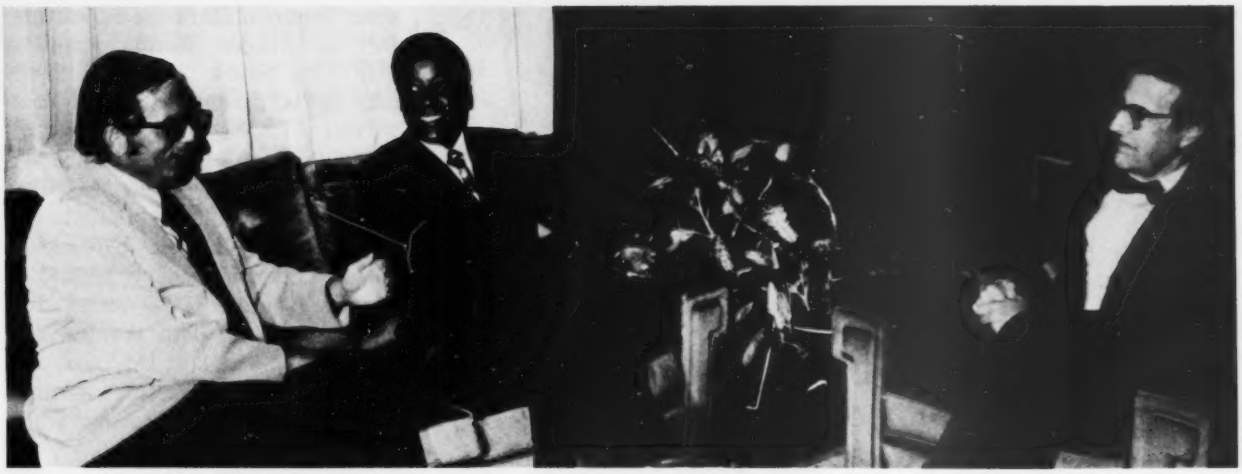
"African spokesmen had many complaints of U.S. investors, the most recurrent of which were: lack of 'hustle,' hard selling and the 'pioneer spirit' in marketing; insensitivity at times to African development priorities and negotiating problems; language deficiencies, in the French-speaking countries; lack of direct American presence, with reliance rather on third parties; and lack of after-sales service, plus long delays in business communications."

Rep. Vander Jagt found two principal impediments to an increase of the present low level of U.S. trade with Africa's developing countries. One is the practice of granting concessions to Common Market goods, under the reverse-preference provisions of the Yaounde and Arusha agreements. The other is cost of shipment under expensive U.S.—West Africa freight rates.

Referring to the reverse preferences, he said: "In several of the countries I visited I was surprised to hear ministers speak quite openly of the doubts they have as to the necessity of granting such discriminatory preference to EEC goods."

Rep. Vander Jagt said he had returned with three particularly strong impressions related to the opportunities for the U.S. businessman in the developing nations in Africa:

"The first is the understanding there of how important the United



DISCUSSIONS IN ABIDJAN—*Rep. Guy A. Vander Jagt, left, Special Representative of President Nixon, makes a point during call on Mohamed T. Diawara, Ivory Coast's Minister of Plan. At right is U.S. Ambassador John F. Root.*

States is to Africa as a market for primary goods and as a supplier of capital goods and technical assistance, and how very receptive the African government and business leaders are to increased U.S. trade and investment in their countries. . . .

"The second is how very pragmatic the leaders with whom I met are regarding investment and trade questions. Nowhere did I hear of political ideology coloring the basic inducements which need be offered the potential investor. The point that was stressed throughout was that U.S. businessmen must respect the development priorities of the host country. This is only fair and right. . . .

"The third thing that made a special impression on me in each country I visited was the involvement of the U.S. Embassy with commercial promotion work. The straightforward and strong directive given African posts four years ago by Assistant Secretary of State for African Affairs David Newsom — that commercial promotion be given high priority in mission activities—is taking root. . . ."

Turning to the question of the practical ways in which U.S. Government and American business can work together in increasing African trade and investment, Rep. Vander Jagt observed that a number of important steps have already been taken, including the investment guarantees of the Overseas Private Investment Corp., the financing opportunities offered by the Eximbank, and the above-mentioned emphasis of Embassy support services.

Detailed recommendations

Then he made the suggestions listed at the beginning of this article. All, he said, are designed to make U.S. business more competitive in Africa, and to keep the lines of communication open between U.S. and African business and governmental leaders.

On some of these points he made detailed recommendations. About the technical training centers, for example, he suggested: "Such centers would be welcome and would provide for U.S. business a labor and management pool familiar with our techniques and machinery. U.S. business in Africa could contribute directly to such centers by lending technical instruction and shop models."

About trade missions, he commented: "Trade missions are not only more flexible and adaptable to changing demand patterns in Africa, they also serve to involve smaller U.S. businesses in specific marketing programs and hard, tangible selling in Africa. They are one way to help emphasize the basic need for U.S. businessmen to visit Africa for market research, direct selling and contract negotiation. Commercial practice in Africa is highly personalized and U.S. business must be encouraged to maximize its personal contact with Africans."

(A major increase in its Specialized Trade Mission program is planned in the Commerce Department, which will recruit U.S. firms for up to eight to ten such missions to Africa in the year beginning July 1. This compares with one and three such missions, respectively, in the programs for fiscal years 1972 and 1973. The U.S. business community will be notified in Commerce Today's columns as the various missions become open for participation.)

Rep. Vander Jagt put the current trade and investment situation in perspective. "The conference in Washington in October and my mission to seven African nations are two signal instances of a new and sounder era for U.S.-African relations. These relations for the foreseeable future will be predicated on sovereign respect, commercial cooperation and economic mutual self-interest. The doors are open. The challenge of Africa of the 1970's is for the United States to pass through those doors in the broadest spirit of cooperation."

BRIEFING IN TUNIS—*U.S. agribusiness trade mission members in Tunisia jot down data on the country's poultry industry, as presented by the Director of the Division of Animal Production (third from right).*

Agribusiness Equipment Suppliers See 'Harvest Time' In North Africa

North African agricultural development is in its "seed time," says a U.S. trade mission returning from Morocco, Algeria, Tunisia, and Libya—a period that signals an approaching "harvest time" for suppliers of agribusiness equipment and management services.

All four countries have agricultural export development plans. Reviewing these plans during last month's visit, mission members observed that U.S. agribusiness firms, with their sophisticated technology and equipment, could realize a far greater share of the import markets of these countries.

"The most effective way to sell in this developing market is the consortium approach—whereby the U.S. companies can present a complete package to include engineering service, maintenance of equipment, and training of personnel," said the Commerce Department's E. Lee Carteron, who headed the group. "This approach worked well for our mission, as the participating firms' operations were complementary."

The members estimate potential sales within the next two years at about $8.7 million. Also, the mission uncovered a trade opportunity for wheat and corn that could total an additional $13.5 million. Firms seeking representation in the marketplace report 11 distribution agreements under negotiation.

Four main product categories were represented: animal feed systems, by California Pellet Mills, Hayes & Stoltz Industrial Manufacturing Co., and Leach Manufacturing Co.; poultry stock, equipment and supplies, by A. R. Wood Manufacturing Co., DeKalb AgResearch, Inc., and International Division, Inc. (combination import/export firm); food processing and packaging equipment, FMC International; and irrigation sprinkler systems, Rainbow Manufacturing Co. In addition, a Bank of America representative provided financial counsel.

Carteron pointed out several potential difficulties: reluctance on the part of the Governments to "step out" from the tight traditional relationships that have existed for many years with the former metropoles; the length of time required for negotiations; projection of national identity; scarcity of local technical and managerial skills, and the ever present European Common Market competition. But as Joseph Gibson, Rainbow Mfg. Co., noted, "Potential business is too great for us to ignore whatever measures are necessary."

Weighing the interest expressed by private versus Government sectors of the countries visited, the mission found its best response in Morocco from the private sector; in Algeria, from the Government; and in Tunisia, from both about equally. In Libya, the best response was from the private sector although the greatest potential seemed to be with Government.

Five-year plan in Morocco

In Morocco, the mission agreed, business negotiations in the Government sector must await release of the five-year plan to be announced in May. The Government's program for export of canned and fresh fruits and vegetables, canned fish, wine, and cotton fiber was of special interest, as was a beef improvement project being carried out with the cooperation of the U.S. King Ranch. In addition, a large-scale agricultural project, scheduled to be implemented in the Lower Moulouya region in the near future, may provide a substantial opportunity.

Gerald Senra of California Pellet Mill said that the mission tour provided his company with some excellent prospects which could result in supplying several feed mills and alfalfa dehydrating plants, and some units for citrus pulp pelleting. Steven Nemeth, DeKalb AgResearch, reported that "because of the infancy of the poultry industry in Morocco and of Government intention to limit import of commercial day-old chicks, the potential for supplying parent stock or grandparent stock is extremely good."

Four-year plan in Algeria

The mission found that lack of full diplomatic relations between Algeria and the United States had not affected commercial relations

between the two countries, and the members reported a friendly business atmosphere. The private sector is limited, but the group members were encouraged to bid on the present four-year program's Government contracts. A 1974-77 $11 billion plan is expected to be released in July or August with substantial investments planned for agricultural development.

A mission criticism of the current plan is that it tends to neglect agriculture, a part of the economy that directly affects two-thirds of the population. As a trading partner, the United States ranks behind France and Germany; however, Holt Leach, Leach Mfg. Co., said of the market: "It will expand. During the second four-year plan the market should be showing a need for my products." D. M. Lippi, Wood Mfg. Co. reported: "There is a very good market, as they have an ambitious program." And Geoffrey N. Giovanetti, FMC Corp., said: "There is a fair market for vegetable canneries and a good market for fresh fruit/vegetable packing houses."

Export programs in Tunisia

Meetings with Tunisian Government agriculture officials gave the U.S. businessmen the impression that the country's new four-year plan will allow Tunisia to "take off" on export programs. The country is a small but good market for foreign investment, especially investment for export production. U.S. products are at a distinct disadvantage, however—European trade patterns are traditional—and the amount of local investment capital is limited; but long-term low-interest loans from other sources seem to be available.

Despite the disadvantage, it was felt that Tunisians are a good credit risk and a people with whom the mission members would like to do business. The fourth development plan (1973-76) will include agricultural and agribusiness undertakings.

EXCHANGE IN LIBYA—*Mission member Joe Gibson (right) and customer in Tripoli trade information at start of negotiations that later led to an order.*

Booming economy in Libya

In the Libyan Arab Republic, mission members were reminded, by the large number of ships in the Tripoli harbor, of the country's booming economy; however, the participants felt that the U.S. share of this market is not consistent with the advantages offered by U.S. products and technology. They concluded that although the cost of doing business is greater than in the other three countries, and political considerations tend to affect negotiations, lucrative prospects overshadow the difficulties. The current three-year development plan (1972-74) allocates more than $500 million for agricultural projects.

John Lipscomb, International Division, summed up his impressions of these markets: "The trade mission has been of exceptional value in enabling us to meet the correct people in both the private and public sectors. As this firm intends to expand its sales into the North Africa market, the mission has provided us with the most valuable tools of market survey—personal examination and prior acquaintance when returning to the area."

Vernon Hayes, Hayes & Stoltz, added: "I am convinced the contacts made and goodwill generated will carry on for many years."

PRESENTATIONS IN NORTH AFRICA—*At several stops on the mission tour, Agriculture Ministry and other officials were presented the U.S. Mint "peace and commerce" medal as a goodwill gesture. Above, Tunisian Secretary of State for Agriculture Abderrahman Ben Messaoud (right) receives medal from Mission Director E. Lee Carteron (center), as James F. Ralph, Jr., U.S. Embassy, looks on.*

U.S. Regains Some Ground In Manufactures Market

U.S. performance in the world market for manufactures has begun to show some improvement from the deterioration experienced in recent years. The strengthening in the U.S. position is attributable largely to the pickup in the rate of economic growth in major foreign markets. It is not yet clear whether it also stems from an expansion in foreign demand for U.S. products due to lower prices resulting from the depreciation of the dollar.

Prior to the major currency realignments in the spring of 1971 which resulted in that depreciation, the U.S. share in manufactures approached one fifth of the total. In the last half of 1971 and the first quarter of 1972, the U.S. share position moved erratically around that level as export movements were alternately stimulated or depressed due to anticipated and actual closing of the nation's ports by dock strikes, and then stimulated by their reopening.

With the return to more normal conditions at the ports in the June quarter of 1972, the U.S. share resumed its decline. In the September quarter, however, a substantial improvement occurred, whether measured on the basis of the new sets of exchange rates or on the basis of constant exchange rates.

In terms of the new rates, the U.S. share of the world market for manufactures, excluding shipments to this country, rose by 1.7 percentage points to 19.6 percent on a seasonally adjusted basis during the third quarter of 1972. Although this recovery more than offset the decline in the March quarter, the U.S. standing remained substantially below the level of the third quarter of 1971.

In terms of constant exchange rates, that is, those in effect in the first quarter of 1971 before the major currency realignments culminating in the Smithsonian Agreement, the U.S. share in the September quarter of 1972 stood at 20.8 percent. This was more than one point above the level in the June quarter last year and, moreover, nearly equal to the share for the September quarter of 1971. On either basis, however, the U.S. standing is still considerably below that reached in 1970 and the late sixties.

The share discussion in the remainder of this report, except where otherwise noted, reflects comparisons of U.S. exports with the exports of 13 other major industrial nations based on constant exchange rates. This method avoids the distortions in the dollar values of other countries' exports that result from the use of changing exchange rates which reflect the appreciation of key currencies relative to the dollar.

Manufactured exports rise

U.S. shipments of manufactured goods increased by about 7.5 percent in the third quarter to reach $8.7 billion. At the same time, exports from the 13 other suppliers declined marginally from their level of the previous quarter; in none of the five major commodity groups did the growth in sales reach three percent. Conversely, U.S. exports advanced at a moderately higher rate in transport equipment and at more than double that rate in the other groups.

The largest sales and share gains occurred in the chemicals market. Deliveries rose by one eighth during July-September, boosting this country's share to 20.3 percent, more than two points above its level for the previous quarter. Increased exports of a wide variety of chemicals contributed to the advance, including manufactured fertilizers, plastic materials, organics, and medicinals and pharmaceuticals.

In the market for transport equipment, the U.S. share expanded by 1.3 points to 28.8 percent despite a sharp drop in deliveries of civilian aircraft. Exports of military planes, however, rose substantially. Moreover, shipments of passenger cars to Canada were buoyant, while the flow of parts and accessories for auto assembly operations in that country, as well as in others, increased moderately.

The U.S. position strengthened by more than one point in the electric machinery market. Deliveries of tubes, transistors, and semiconductors were brisk, particularly semiconductor parts for assembly in Singapore, Hong Kong, Korea, and Taiwan. Sales of telecommunications equipment also advanced notably to help boost the U.S. share to 22.8 percent, its highest level since 1970 and equal to that in the post-dock-strike first quarter of 1972.

In "other manufactures," a diverse group encompassing mainly semifinished goods and consumer nondurables, U.S. exports also accounted for their largest slice of the market since 1970, advancing by a point to 13.4 percent. Sales of iron and steel products, textile yarns and fabrics, and clothing contributed most to the gain.

U.S. exporters recorded their smallest share gain in nonelectric machinery, but even in this group the rise was almost one point to 26.8 percent. A large part of the improvement was due to stepped-up sales of power generating machinery, especially steam boilers and aircraft engines to Japan. Deliveries of nuclear reactors expanded as well. Also aiding in the advance were increased exports of agricultural machinery and textile and leather machinery.

Japanese share rises

Among this country's five leading competitors, only Japan enhanced its position during July-September 1972, gaining 1.2 points based on constant exchange rates.

The share improved even more if exports are measured in dollars at the new exchange rates. The largest Japanese gain, on the basis of the old yen-dollar ratio, occurred in transport equipment where expanded deliveries of ships and boats boosted the Japanese share by nearly two and one half points. Sales of telecommunications equipment had the same effect on the share in electric machinery, but to a lesser degree. Japan also scored significant but smaller increases in each of the other three commodity groups.

Although the French position deteriorated slightly from its second quarter mark, the share remained above the levels for all but one of five preceding periods. This mild setback resulted from a sharp loss in transport equipment and more moderate weakening in electric machinery and other manufactures.

The standings of both Italy and the Federal Republic of Germany slipped moderately. In Italy, sluggish exports of boats and automobiles resulted in a decline in that country's share of the transport equipment market. Italian exporters also lost ground in nonelectric machinery and chemicals but advanced modestly in other manufactures. The German position deteriorated in all groups except transport equipment. Drops were especially severe in nonelectric machinery and chemicals. If, however, exports are expressed in dollars at the new exchange rates, the German share edged up fractionally in July-September 1972.

The United Kingdom incurred the largest share decline among this country's five leading competitors, losing nearly one and one half points. The fall in nonelectric machinery was particularly acute as shipments of prime movers, mechanical handling and excavating equipment, and textile machinery all declined. The British position also weakened substantially in chemicals, electric machinery, and transport equipment.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Adjusted for seasonal variation

Commodity		U.S. exports (million dollars)	U.S. share of world exports to foreign markets [1] (% based on current rates of exchange [2])	(% based on constant rates of exchange [2])
Manufactures, total				
1971	1st qtr.	7,831	21.2	21.2
	2nd	7,692	20.3	20.4
	3rd	8,267	20.6	21.0
	4th	7,060	17.6	18.6
1972	1st	8,360	19.0	20.7
	2nd	8,083	17.9	19.6
	3rd	8,681	19.6	20.8
Chemicals				
1971	1st qtr.	938	20.5	20.5
	2nd	959	20.3	20.5
	3rd	1,201	23.4	24.0
	4th	754	15.2	16.2
1972	1st	1,060	19.2	20.9
	2nd	926	16.6	18.2
	3rd	1,041	19.2	20.3
Nonelectric machinery				
1971	1st qtr.	2,223	27.6	27.6
	2nd	2,063	25.3	25.5
	3rd	2,250	25.9	26.5
	4th	2,046	23.5	24.7
1972	1st	2,398	25.4	27.4
	2nd	2,262	23.9	25.9
	3rd	2,437	25.8	26.8
Electric machinery				
1971	1st qtr.	769	22.0	22.0
	2nd	737	20.8	20.9
	3rd	822	21.4	21.9
	4th	773	19.9	21.0
1972	1st	904	21.0	22.8
	2nd	868	19.8	21.6
	3rd	949	21.4	22.8
Transport equipment				
1971	1st qtr.	2,040	31.6	31.6
	2nd	2,095	31.3	31.5
	3rd	2,016	29.3	29.8
	4th	1,783	25.9	27.1
1972	1st	2,007	26.5	28.7
	2nd	2,026	25.3	27.5
	3rd	2,114	26.9	28.8
Other manufactures				
1971	1st qtr.	1,861	12.9	12.9
	2nd	1,838	12.4	12.4
	3rd	1,978	12.7	12.9
	4th	1,704	10.9	11.5
1972	1st	1,991	11.6	12.7
	2nd	2,001	11.3	12.4
	3rd	2,140	12.4	13.4

Note: U.S. exports and U.S. percentage shares were distorted by the effects of U.S. dock strikes between July 1, 1971, and Feb. 22, 1972. The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, firearms of war, and ammunition. U.S. data have not yet been revised to reflect the new seasonal adjustment factors released at the end of February.

[1] World exports are defined as exports from 14 major industrial countries, excluding shipments to the United States. These nations, which account for approximately four-fifths of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan.

[2] Because of the widespread appreciation of foreign currencies in 1971, two series of U.S. percentage shares are shown in this report. The first column shows shares based on current rates, the official rates of exchange for merchandise shipped during each period. The second column shows shares based on data measured at constant rates of the first quarter 1971.

Washington's

Official Trade Briefs

This article is another in a series of reports outlining actions by domestic, foreign, or international agencies affecting world trade, as compiled by the Legislative and Tariff Policy Division of the Bureau of International Commerce's Office of International Trade Policy.

THE PRESIDENT

East-West Trade: On March 6 President Nixon established the East-West Trade Policy Committee. George P. Shultz, Chairman of the Council on Economic Policy and Secretary of the Treasury, will serve as chairman; Frederick B. Dent, Secretary of Commerce, will serve as vice chairman, and James E. Smith, Deputy Under Secretary of the Treasury, as Executive Secretary. Others named to the new Committee are: Secretary of State William P. Rogers; Assistant to the President for National Security Affairs, Dr. Henry A. Kissinger; Executive Director of the Council on International Economic Policy, Peter M. Flanigan; and Special Representative for Trade Negotiations, Ambassador William D. Eberle.

A working group of representatives from the organizations on the East-West Trade Policy Committee will be established with the Under Secretary of the Treasury as Chairman. In addition, the President designated Secretary Shultz as Chairman of the U.S. section of the Joint U.S.-USSR Commercial Commission. Negotiation of major trade initiatives will be handled under the chairmanship of individuals to be designated for the specific negotiation; Secretary Dent will be in charge of implementing and monitoring the trade agreements reached.

Presidential Proclamation — Pianos: On Feb. 20 President Nixon issued a proclamation extending for one year the current escape action duty rate of 13.5 percent on upright pianos. Following a petition by the industry, the Tariff Commission conducted an investigation and advised the President that in its view (Commissioner Ablondi dissenting) termination of the escape clause duty, established in 1970, would adversely affect the competitive position and the economic condition of the domestic industry producing upright pianos. After seeking the advice of the Secretaries of Commerce and Labor, as required by law, the President determined that the extension is in the national interest. The escape action rate of duty on upright pianos is scheduled to terminate Feb. 21, 1974, at which time the staging of the Kennedy Round reductions will resume.

President's Message — State of the Economy: On Feb. 22 the President transmitted to the Congress the third section of his State of the Union Mesasge which embodies his economic recommendations and priorities.

Report to the Congress: President Nixon in January submitted to the Congress the Sixteenth Annual Report on the Trade Agreements Program, covering 1971 developments in trade agreements, tariff adjustment, and other adjustment assistance under the Trade Expansion Act of 1962.

CONGRESS

Committee Action: On Feb. 26, the International Trade Subcommittee of the Senate Finance Committee opened five days of hearings on the issues raised by the operations of multinational corporations. Testimony was received from: Peter Flanigan, Executive Director of the Council on International Economy Policy; Frederick B. Dent, Secretary of Commerce; Thomas Murphy, General Motors; Donald Kendall, Pepsi Co.; Gilbert Jones, IBM; Perry Wilson, Union Carbide; Andrew Biemiller, AFL-CIO; and Samuel Pisar, lawyer and author.

In addition, the Senate Finance Committee recently has released two documents concerning multinational corporations. The first, a report prepared by the Tariff Commission pursuant to a Committee request, is **Implications of Multinational Firms for World Trade and Investment and for U.S. Trade and Labor** (see *Commerce Today*, March 5, Page 30). The second release is a compendium of 26 papers submitted by interested parties to the International Trade Subcommittee on the effects of multinational corporations on the U.S. and world economies. Both publications may be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

New Legislation: Since the opening of the 93rd Congress, some 178 trade and related bills have been introduced. Legislation not previously reported in this column includes: S. 791, to amend the Export Administration Act of 1969 with respect to the exclusion of agricultural commodities from export controls; S. 975, to prohibit the transportation or shipment within the U.S. of gas cylinders not inspected in the U.S.; S. 1007, to provide for increased foreign commerce involving small businesses; H.R. 3749, to establish annual import quotas on certain textile and footwear articles; H.R. 3909, to amend the U.S. Tariff Schedules (TSUS) to change the customs treatment of certain woven fabrics of wool if products of a U.S. insular possession but imported into such possession as fabric for further processing; H.R. 3957, to amend the Trade Expansion Act of 1962 to prohibit the sale, transfer

of interest in or exchange of allocations of imported petroleum.

Also, H.R. 3993, to prohibit the export of veneer quality walnut hardwood until Congress approves such exportation; H.R. 4325, to amend the Tariff Act of 1930 to provide for the duty-free entry of certain hollow-reinforcing bars; H.R. 4061, to amend the tax and customs laws to improve the U.S. position in foreign trade, to improve adjustment assistance benefits, and to provide clear labeling of foreign products; H.R. 4716, to amend section 231 of the Trade Expansion Act of 1962 to permit the extension of trade agreement concessions to products of the USSR, Romania, Hungary, Bulgaria, and Czechoslovakia; H.R. 4783, to amend section 516 of the Tariff Act of 1930; H.R. 4784, to create a special tariff provision for imported glycine and related products; H.R. 4823, to prohibit the exportation of logs from the U.S.; H.R. 4922, to provide for the duty-free entry of animal glue valued under 40 cents per pound.

TARIFF COMMISSION

Annual Report—Window Glass: On Feb. 26 the Tariff Commission sent the President its report on recent developments in the domestic window glass industry. The Commission's report indicated that domestic consumption and shipments of window glass have increased as have the volume and market share of imports. Comparing data for the first nine months of 1971 and 1972, U.S. producers' shipments increased by 12 percent. Imports increased approximately 9 percent, supplying about 30 percent of apparent U.S. consumption of window glass, compared with about 20 percent in the corresponding period of 1971. Although imports have increased, the domestic industry is operating at close to full capacity, employment has increased about 4 percent, domestic prices are firm with very little discounting from list prices, and inventories at the end of 1972 were down almost 50 percent from a year earlier.

The Commission's report was submitted in accordance with section 351(d)(1) of the Trade Expansion Act of 1962, which requires annual reports on trade developments in industries for which import restrictions are in effect. Window glass currently is dutiable at escape clause rates, which are being phased out in three stages. The first and second stages became effective May 1, 1972, and Jan. 30, 1973; and the final stage is scheduled for Jan. 30, 1974.

Escape Clause Investigation—Ball Bearings: The Tariff Commission has rescheduled for May 1 a public hearing originally scheduled for Apr. 3 in connection with its escape clause investigation of certain ball bearings.

Adjustment Assistance—Firms: On March 2, the Tariff Commission reported that Dover Shoe Manufacturing Co., Somersworth, N. H., and its workers are sustaining injury from increased imports of **footwear for women** and are eligible to apply to the Departments of Commerce and Labor, respectively, for adjustment assistance.

Adjustment Assistance—Workers: The Tariff Commission has concluded seven investigations on behalf of worker groups alleging import injury. The Commission found that the criteria establishing eligibility for adjustment assistance were not met in the cases of the following workers: Eaton Corp., Detroit, Mich. **(automotive springs, clutch discs, and rear lid torsion bars)**; FMC Corp., Lewistown, Pa. **(viscose rayon yarns wholly of continuous fibers)**; and Andal Shoes, Inc., Haverhill, Mass. **(footwear for women).**

As a result of two positive determinations, workers at the following plants are now eligible to apply to the Secretary of Labor for adjustment assistance certification: Dover Shoe Manufacturing Co., Somersworth, N. H. **(footwear for women)**; and Chrysler Corp., Commerce, Calif. **(automobiles).** The Commission was evenly divided regarding the eligibility of the two other groups, from Rose-Bro Shoe Co. Inc., Boston, Mass. **(footwear for women)** and General Instrument Corp., Tazewell, Va. **(aluminum electrolytic capacitors).** In evenly divided cases, the President makes the final decision and may consider the findings of either side as the Commission's finding.

In addition, the Commission has opened investigations into the effect of imports on ten petitioning groups of workers at the following plants: Lynch Corp., Lowell, Mass. **(radio-phonograph and radio-phonograph-tape player combinations)**; Chase Brass Copper Co. Inc., Solon, O. **(electrical contact points and point sets)**; Harris-Intertype Corp., Cleveland, O. **(industrial paper cutters and sheet-fed offset printing presses)**; Wheeling-Pittsburgh Steel Corp., Monessen, Pa. **(wire rods and round wire)**; American Chain and Cable Co., Monessen, Pa. **(flat, round and shaped wire)**; Consolidated National Shoe Corp., Norwood, Mass. **(women's and children's footwear)**; Uniroyal, Inc., Passaic, N. J. **(hose of textile fibers, rubber or flexible metal; machinery belting of textile fibers and rubber or plastics; rubber sheeting)**; Troy District Shirt Co., Cohoes, N. Y. **(men's and boy's shirts of cotton or man-made fibers)**; Shapiro Brothers Shoe Co., Inc., Auburn, Me., and Johnson Shoe, Inc., Manchester, N. H. **(women's shoes).**

Section 337 (Unfair Import Competition) Cases: The Tariff Commission recently initiated three preliminary inquiries based on complaints by firms alleging unfair methods of competition and unfair acts in the importation of several products. Those filing complaints are: Honeywell, Inc., Minneapolis, Minn. **(electronic flash devices)**; McDermott & Green, Inc., Sausalito, Calif. **(variable displacement flower holders)**; and J. Wiss & Sons Co., Newark, N. J. **(snips and scissors).** Deadline for submission of information pertinent to the in-

vestigation of variable displacement flower holders is April 16 and for snips and scissors, April 20.

Section 332 Investigation: In response to a Jan. 30 request from President Nixon under section 332 of the Tariff Act of 1930, the Tariff Commission has instituted an investigation of the competitive conditions in the United States between domestically produced and imported fresh and processed mushrooms. The Commission's report, to be completed by May 1, will contain any conclusions reached as to whether the domestic mushroom industries are suffering from or threatened with injury from imports and, if so, whether the extent of any injury or threat thereof has been sufficient to warrant serious consideration of some form of relief.

The Commission's report and conclusions will provide the facts needed by the President to make a decision on a petition of the Mushroom Processors Association for initiation of negotiations with certain foreign governments under Section 204 of the Agricultural Act of 1956, as amended, to limit the export of canned mushrooms to the United States. In addition to requesting the Commission's report, President Nixon asked the Director of the Council on International Economic Policy to maintain a close surveillance of the mushroom processing industry and to forward his recommendations in the event the industry's situation requires action before the Commission's report is available.

Dumping Cases: The Tariff Commission has concluded two investigations of articles previously determined by the Treasury Department to be sold at less-than-fair value (LTFV). In both cases the Commission determined that industries in the United States are being injured by reason of LTFV imports of **roller chain** from Japan and canned **Bartlett pears** from Australia. As a result, these imports will now be subject to special dumping duties. In additional activity, the Commission opened investigations to determine injury in connection with **stainless steel plate** from Sweden, and **synthetic methionine** and **impression fabric of manmade fiber,** both from Japan.

OTHER AGENCIES

Treasury—Dumping: The Treasury Department announced recently the withholding of appraisement on **deformed concrete reinforcing bars of non-alloy steel** from Mexico, **aluminum ingot** from Canada, **ceramic glazed wall tile** from the Philippines, **electronic color separating or sorting machines** from the United Kingdom, and **synthetic methionine** from Japan. Under provisions of the Antidumping Act of 1921, the Secretary of the Treasury is required to withhold appraisement whenever he has reasonable cause to believe or suspect the existence of sales at less-than-fair value (LTFV). In the case of synthetic methionine from Japan, Treasury also announced a finding of sales at LTFV. In another dumping investigation, Treasury found sales at LTFV with respect to **impression fabric of manmade fibers** from Japan. These cases will now be referred to the Tariff Commission to determine if U.S. industries are being, or are likely to be, injured.

Since the last Official Trade Briefs (*Commerce Today*, Feb. 19) Treasury has opened new investigations to determine if sales at LTFV are occurring with respect to **natural rubber thread** from Italy and **ABS plastic, manually operated single-end type metal punching machines,** and **expanded metal of base metal** from Japan.

Treasury also announced a final revocation of dumping with respect to **chromic acid** from Australia. Since the original finding was issued in 1964, importations of this product from Australia have ceased. In addition, the Australian producer has given assurances that future sales to the United States will not be at LTFV prices.

Commerce—Congressional Testimony: On Feb. 28 Secretary of Commerce Frederick B. Dent testified on multinational corporations before the International Trade Subcommittee on the Senate Finance Committee (see above). He underscored the contributions that U.S. multinational corporations have made to the American economy, balance of payments, and the welfare of the American people.

Commerce—Adjustment Assistance: The Department of Commerce has announced that two firms have been certified eligible to apply for adjustment assistance as provided by the Trade Expansion Act of 1962. Wilson Shoe Corp., a Shamokin, Pa., producer of **women's casual shoes,** and Carthage Marble Corp., Carthage, Mo., an integrated producer of finished dimension **marble** for the construction industry, now may submit adjustment proposals. The vote of the Tariff Commission following an investigation of Wilson Shoe's petition for adjustment assistance was evenly divided. President Nixon decided to accept as the finding of the Commission the affirmative determination of import injury, thus providing for the Commerce certification. The action on behalf of Carthage Marble Corp., follows a 1971 Tariff Commission report on its investigation of the domestic marble and travertine industry with a tie vote on import injury. The President accepted the views of the Tariff Commissioners finding injury attributed to increased imports resulting from past U.S. trade concessions and declared firms in the marble industry eligible to apply to Commerce for certification.

Agriculture—Sugar Import Quotas: The Department of Agriculture on Feb. 16 set the 1973 sugar quota level for the continental United States at 11.6 million short tons, raw value.

Agriculture—Cheese Pricebreak: Effective March 15 the pricebreak which controls the quota status of imports of certain cheeses in-

creased from 62 cents to 69 cents per pound f.o.b. country of origin. Imports priced below the price-break, which is set at 7 cents per pound above the purchase price paid by the Commodity Credit Corporation for Cheddar cheese, are subject to quotas while those priced at or above the pricebreak are not. The new higher pricebreak will affect imports of Emmenthaler cheese, Gruyere-process cheese, and cheeses in the "Other" tariff category.

Agriculture — Onion Imports: The Department of Agriculture has imposed minimum grade and size requirements on onion imports, effective March 19 through May 13. This action was necessary to bring import regulations into line with domestic regulations for products under Federal marketing orders.

Agriculture — Avocados and Sweet Potatoes: In two separate actions Feb. 26 the Department of Agriculture revoked quarantines which prohibited the entry of avocados from Mexico and Central America, and sweet potatoes from all countries.

International Trade Briefs

Negotiations with the European Communities were scheduled to begin March 15 in Geneva, Switzerland, regarding changes in the tariffs of the United Kingdom, Denmark and Ireland resulting from the accession of those countries to the EC and their consequent adoption of the EC's Common External Tariff (CXT). Alignment with the CXT will result in increases in some of the acceding countries' present tariffs and decreases in others. Under rules of the General Agreement on Tariffs and Trade, the U.S., as well as other EC trading partners whose GATT benefits and rights are impaired as a result of the Communities' enlarged customs union, are entitled to compensation. The objective of the negotiations will be to maintain a general level of concessions no less favorable to trade with countries outside the Communities than those being withdrawn.

Ambassador William D. Eberle, the President's Special Representative for Trade Negotiations, announced March 9 that the Trade Information Committee will hold public hearings beginning at 10 a.m., April 10, 11, and 12, in Conference Room 730, 1800 G Street, NW., Washington, D.C., as part of the Administration's information gathering procedures for the forthcoming Communities enlargement negotiation. An official notice appeared March 9 in the Federal Register setting out information on the procedure to be followed in submitting written briefs or requests to appear in person before the Committee.

Information about the agreements under which the United Kingdom, Denmark, and Ireland will accede to the EC, and the tariff levels which may result from such accession, may be obtained with respect to industrial products by addressing inquiries to the Ombudsman for Business, U.S. Department of Commerce, Washington, D.C., 20230, or by telephoning (202) 967-3176.

Washington Meeting On Trade With USSR Draws High Interest

Enthusiastic participation by the U.S. corporate community in a U.S.-USSR business conference in Washington last month is seen as another indication of the growing interest of U.S. producers in exploring markets in the Soviet Union.

The conference, sponsored jointly by the National Association of Manufacturers and the International Management and Development Institute, had been preceded by a number of meetings on the same theme across the country over the past year. The attendance of about 700 middle to top level company executives was thus considered remarkable, considerably in excess of the hosts' expectations.

The Soviet participants emphasized their readiness to move ahead at this time in a number of purchasing and joint venture transactions with U.S. firms. They declared that requests by U.S. businessmen for office facilities in the Soviet Union will be welcomed, and that a site has already been chosen for a major trade center-office complex in Moscow.

They also pointed to the importance, on their side, of obtaining Most-Favored-Nation tariff treatment for their products in the United States. Several U.S. speakers pointed out that such treatment, favored by the Administration, requires the approval of Congress, and is likely to experience delays since it will probably be considered by Congress in conjunction with non-trade issues.

"What the conference accomplished," commented a Commerce Department specialist, "was to overcome some human hangups on each side. The Soviet and American businessmen and professionals relaxed together and enjoyed the dialogue. It must have been a revelation to many to see the Soviets very much at home in the environment of international finance, banking and investment. The conference also brought out some serious difficulties and impediments to trade normalization."

NAM chairman Burt F. Raynes and IMDI president Gene E. Bradley opened the conference, and Commerce Secretary Frederick B. Dent added a note of welcome. Among the other U.S. Government speakers were Peter M. Flanigan, Executive Director of the White House Council on International Econmic Policy, and Senator Edmund S. Muskie of Maine. The large Soviet delegation was led by V. S. Alkhimov, Deputy Minister of Foreign Trade.

FACING THE FACTS—*During a briefing before leaving for Mexico City, California mission bones up on relevant market information from a Commerce publication. Standing, from left: Lyle Burdy, Max Miller, James Palmer, Joe Saunders, James McNulty, Lawrence Fernandez, John Torp; seated, William Fordiani, Jerry Heyer.*

California Firms Promote Products In Mexico City

California manufacturers who participatd in a recent trade mission to Mexico City were able to evaluate first-hand the market potential for their products, and to start the ball rolling toward company representation there.

Led by Lawrence J. Fernandez of the San Francisco International Division of First Western Bank, executives of seven California firms talked with some 40 local company officials, many of whom met with more than one mission member. Discussions covered not only representation of the members' products, but in some cases, possible assembly in Mexico.

Fernandez reports, "We at the bank were convinced of the value of such a mission, designed primarily for instrumentation manufacturers, before we committed ourselves to it; but even we were surprised by the positive evaluations offered by the participants. They felt they had gained valuable insights into the market which would have been difficult to obtain so easily any other way. While their advanced technology products may not yet have a strong immediate market in Mexico, now is the time to establish a presence there and begin to acquaint consumers with these products."

Joe Y. Saunders of Redlake Corp., Santa Clara, is one of the members who plans to make future use of the facilities of the U.S. Trade Center in Mexico City, where most of the interviews were held. Saunders plans to use the Center for training seminars for his Mexican representatives, and to help introduce his products.

Also of Santa Clara, James Palmer, Advanced Devices Laboratory, says: "I plan to establish business relationships with at least five of the companies that visited me at the Center."

The Mission was sponsored by First Western Bank and assisted by the Commerce Department's San Francisco Field Office under the Department's industry-organized Government-approved trade missions program.

U.S.-Canada Trade in Automotive Products 1972[1]-71

Adjusted for transaction values

Millions of U.S. dollars

	Jan.-Dec. 1972	Jan.-Dec. 1971
Canadian imports from U.S.[2]		
Cars	1,075	985
Trucks	504	334
Parts[3]	2,866	2,448
Sub-total	4,445	3,767
Tires and tubes	51	36
Total	4,496	3,803
U.S. imports from Canada		
Cars	2,065	1,924
Trucks	713	587
Parts	1,795	1,481
Sub-total	4,573	3,992
Tires and tubes	22	8
Total	4,595	4,000
Net balance	—99	—197
Snowmobiles in Canadian imports of trucks, above	33	22
Snowmobiles in U.S. imports of trucks, above	104	124

[1] Preliminary as of March 7 and subject to further revision.
[2] Canadian import data converted to U.S. dollars at monthly rates.
[3] Parts imports from U.S. do not include tooling costs to Canada of $68 million in 1971 and $84.9 million in 1972.

Sources: U.S. Bureau of Census; Statistics Canada.

REVISED FIGURES, U.S.-CANADA AUTOMOTIVE TRADE—*Revised year-end figures shown above covering U.S.-Canadian automotive trade reveal a U.S. deficit for 1972 of $99 million instead of the small surplus reported in* Commerce Today, *March 5. The revision was necessitated by receipt of corrected Canadian import data. Although still in deficit, the U.S. position in 1972 improved considerably, reducing the deficit to half the 1971 figure.*

Trade Fairs, Centers

U.S. Exhibitors Are Sought For Argentine, USSR Events

U.S. producers of packaging machinery and medical supplies are needed to display their products at Commerce Department shows in Buenos Aires and Moscow.

Packaging Machinery: Argentina. The U.S. Regional Trade Development Center in Buenos Aires has scheduled a June 11-15 exhibition of U.S. packaging machinery and equipment. Argentina presently imports about 60 percent of its packaging machinery and the demand is expected to increase. This is primarily due to the growing number of self-service supermarkets, a planned central produce market in Buenos Aires to grade, clean and package all produce for the city, and a growing awareness of the desirability of prepackaging food for export.

U.S. machinery is widely recognized as a leader in the packaging field but unfamiliarity with the latest U.S. innovations and aggressive competition from European suppliers has cut into this country's share of the market. RTDC exhibits attract business visitors from Argentina, Paraguay, Uruguay and Southern Brazil.

Only a few more spaces are available. To reserve space or obtain further information, contact Vicky Eicher at 202-967-4580, or write her at BIC-242, U.S. Department of Commerce, Washington, D.C. 20230.

Medical Equipment: USSR. U.S. manufacturers are being invited to participate in a Sept. 24-Oct. 4 showing of U.S. medical equipment in Moscow. The exhibition will give Soviet doctors, hospital administrators, medical researchers, health officials and planning agencies an opportunity to view and evaluate the most modern U.S. products, methods and systems.

An exhibition of this type offers the participating manufacturer a unique opportunity to present his product to those officials in the USSR who will ultimately decide which equipment is to be purchased. The show will be conducted under the auspices of the USSR Chamber of Commerce and Industry and the Soviet Ministry of Foreign Trade.

Soviet officials have indicated interest in the following areas: anesthesiology, resuscitation, internal organ and tissue transplants, blood circulation, surgery, patient monitoring, hospital administration, training of health-care staff, communications and information storage retrieval and disposable and non-disposable devices.

The exhibit's U.S. organizers have also been asked to supply information on teaching methods, on techniques of use and application of the equipment, and on health-care systems.

Firms interested in participation should contact DRG International Inc., P.O. Box 1178, Mountainside, N.J. 07092 (Tel: 212-422-8530).

Overseas Trade Events Open To Exhibitors From U.S.

U.S. firms are welcome to display their goods at any of these upcoming trade events:

57th Swiss Industries Fair and the European Watch and Jewelry Fair, Basel, April 4-17. This is reputedly the largest showcase of the Swiss watch industry. Write: Schweizer Mustermesse, Postfach CH 4021, Basel. Telephone 601-32-38-50; Telex 62685.

Institute of Electrical and Electronics Engineers Trade Exhibition, Tel Aviv, April 30-May 3. Participation in this event is invariably arranged through local agents. Exhibits cover a wide range of electronic components and equipment. Write: Miriam Malz, Exhibition Services Ltd., 49 Arlozorov St., Tel Aviv. Tel: 03-222294 or 03-248963.

Second Exhibition for Machine Tools and Tools, Basel, May 25-June 2. This show will also be held at the MUBA (Swiss Industries) Fairgrounds. Contact Schweizer Mustermesse at above address.

African Food Packaging Congress, Morocco. May 27-31. The First African Congress of Packaging for fresh fruits and vegetables, and other food products will take place May 27-31 in Casablanca. During the Congress the first African Packaging Exhibition, "AFRIPACK 73," will also be held, gathering together firms having an interest in the packaging industry in Africa. Interested firms should contact IMEC; c/o O.C.E.; 45, Ave. des F.A.R.; Casablanca, Morocco.

Poznan International Trade Fair, Poland, June. This year's exhibit promises to be the largest yet staged, with two new fair buildings due to be completed before June. Contact Director Wegrzek, Poznan International Trade Fair, Poland.

Botswana Agricultural and Trade Fair, Gaberone, July 13-15. The U.S. Embassy in Gaberone reports that prospects are best for suppliers of agricultural equipment. Write: K. K. Ruhapo, commercial officer, Ministry of Commerce, Industry and Water Affairs, Private Bag 4, Gaberone.

Overseas Import Fair, Berlin, September 21-25. A specialized trade fair tailored to the import of manufactured consumer goods. Application deadline is May 30. Write: AMK Berlin, D 1000 Berlin 19, Messedamm 22. Telephone: 0311 303 81; Telex: 182 908.

SHIRTSLEEVE SALESMANSHIP—*It helped to be a short-order cook at the U.S. Trade Center in London's hotel and catering equipment show. Here, Richard Gower demonstrates an infrared warmer exhibited by Keating of Chicago.*

'Ordinary' Show Becomes Soaring Success For U.S. Catering Firms

"What might have been a run-of-the-mill pots and pans show, became an exciting and thoroughly satisfying show which delighted all exhibitors. . . . This exhibition shows how proper promotion can put life and success into a relatively ordinary show theme."

That's the U.S. Trade Center in London glowing about the success of its recent catering and hotel exhibit. U.S. exhibitors echoed the enthusiasm: Medowlite Corp. President Robert Medow called it "the most encouraging thing" that has happened to him in his business career. He expects the contacts made at London, together with follow-up shows at the Paris Trade Center and in Germany, to result in export sales that will double his firm's turnover in two years.

Another firm that was new to the U.K. market, Railex Corp., found it "a tremendous exhibition with top quality people at all times and the best start Railex could have had in its U.K. business."

Twenty-four of the 34 U.S. firms represented were new to the U.K. market, and two of them had never exported before. Floor sales at the event topped $600,000 and the new-to-market firms expect another $8.4 million in orders in the year following the show.

A total of 1,923 visitors attended the week-long event.

TALK ABOUT TASTE—*While W. Kerr of Sweden Freezer International (r.) explains the merits of his firm's equipment, one visitor to the hotel and catering equipment show has found a practical way to test their worth.*

Surinam, Switzerland Events Welcome U.S. Exhibitors

American producers of a wide variety of goods of general trading interest and those specializing in educational materials can participate in fairs in Surinam and Switzerland this fall.

Surinade XV Paramaribo, Surinam, Sept. 26-Oct. 10. The organizers of this biennial Trade Fair and International Exhibition welcome participation by American firms in the fields of agriculture, commerce, industry, tourism and cultural affairs. Details on space rental may be obtained directly from the organizers. Interested firms may cable TRADEFAIR. The manager is A. J. M. Judell, 7 Gravenstraat, Paramaribo, P.O. Box 692 (Tel. 73034 and 73581).

PAEDAGOGICA, First Annual Educational Materials Fair, Basel, Oct. 9-14. Exhibits will cover the whole educational spectrum, including furniture and equipment, organization and information material. Technical meetings and congresses will accompany the fair. Write: Schweizer Mustermesse, Postfach CH-4021, Basel. Tel. 061 32 38 50; Telex 62685.

Kuwait Organizer Seeks U.S. Exhibitors For 3 Shows

A Kuwait public relations firm is looking for U.S. producers to participate in any of three trade exhibitions it will organize in the latter part of 1973. The shows will involve pharmaceutical and medical equipment (October); foodstuffs and household equipment (December); and fashions and cosmetics (December). The firm has previously staged successful showings of foreign products.

Write: Public Relations Establishment, P.O. Box 823, Kuwait. Cable: Andalos.

World Trade Actions

Ghana, Bangladesh Issue Investment Regulations

Ghana: A recently issued Capital Investments Decree regulates new private foreign investment in Ghana. It repeals the Capital Investments Acts of 1963 and 1965, but provides that agreements previously executed under those acts shall continue in force. The new decree gives the Capital Investments Board increased flexibility and authority in negotiating new investment arrangements with foreign firms. Additional information may be obtained by contacting the Capital Investments Board, P.O. Box M-193, Accra, or James W. Wilkes, Africa Division, U.S. Department of Commerce (202-967-2619).

Bangladesh: Under Bangladesh's new Industrial Investment Policy, foreign investment is permitted only in collaboration with the public sector or joint public/private sector. Collaboration without public participation is permissible only as licensing or patent arrangements. Foreign ownership is limited to 49 percent, with the entire amount of foreign exchange to be supplied by the foreign entity. Any excess of foreign exchange requirements over the 49 percent equity is to be supplied by the foreign company as a loan. Within limits, remittance of profits and repatriation of capital are allowed. Foreign investment is guaranteed against nationalization for 10 years from start-up of the operation; fair compensation will be awarded if nationalization occurs after that period. No provisions have been made for a tax holiday.

Venezuela: During President Caldera's visit, Venezuela's negotiators signed the Consensus of Lima on Feb. 13, formally binding Venezuela to the Andean Common Market, along with Bolivia, Chile, Colombia, Ecuador and Peru. The Venezuelan Congress must now ratify the Consensus of Lima, at which time the various regional agreements, including the Andean Foreign Investment Code, will come into effect in Venezuela.

Venezuela's entry will greatly expand the subregional economy. U.S. industry based in any one of the ANCOM countries or interested in making a new investment will have a broader market. U.S. exporters may also benefit over the long term from lower common external duties. As a result of Venezuela's negotiations for adherence to ANCOM, all member countries reportedly gained veto power on changes in the common external tariff, on the assignment to countries of specific industries under sectorial programs of development, and on approval of requests under escape clauses available for agricultural products.

Ecuador: The Monetary Board of Ecuador revalued the Central Bank's buying rate for dollars, effective Feb. 26, to 24.80 sucres and its selling rate to 24.95 sucres per dollar. The rate was formerly 25 sucres per dollar plus a 1 percent tax on exchange transactions. Concurrently, the Board eliminated prior import deposit requirements on imports in List II, luxury goods, previously subject to prior import deposits of 100 percent and 130 percent. Items on List II are now subject to a six percent tax.

The above measures represent further steps by Ecuador to relax trade controls and should, to some degree, provide a stimulus for U.S. exporters to increase sales to this market.

France: Decree No. 72-937 of October 12 implements regulations for the prevention of fraud in the sale of foods, products, and beverages for human and animal consumption, as well as the rules for labeling and packaging these goods that are prepackaged for retail sale.

These regulations will become effective on Oct. 14, 1973.

A copy of an unofficial translation of the new regulations can be obtained on a loan-basis from the European Regional Affairs and Trade Regulations Staff, Office of International Marketing, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Nicaraguan Group Here To Abet Reconstruction

Nine Nicaraguan civic leaders are in the U.S. on a two-week visit to seek the support of American industry in their country's post-earthquake reconstruction program.

Following two days of consultations with government and business representatives in Washington, members of the mission were meeting with officials of chambers of commerce, other business and trade organizations and individual firms in more than a dozen other cities in continental United States and Puerto Rico.

Their aim is to explain the country's own plans and to gather information relative to the reconstruction of Nicaragua, to establish contact with the trade associations with which they intend to work, and to reinforce existing business relations. Another purpose is to express Nicaragua's gratitude for emergency support received already.

The tour is sponsored by the State Department in cooperation with the Commerce Department and its field offices. Stops include New York City, San Juan, Chicago, Milwaukee, Miami, San Francisco and Los Angeles.

Worldwide Business Outlook

Morocco Exceeds Economic Goals; Imports Expected To Rise Rapidly

Morocco's gross domestic product should continue to grow in 1973 at a rate of about 5 percent, the average rate of growth under the 1968-72 Economic Development Plan.

The growth in the economy for the five-year period exceeded Plan goals despite impairment of investor confidence in 1971 and 1972 caused by two attempts at coups d'état. Public investments also tapered off toward the end of the Plan period as major projects were completed, but are expected to rise sharply when the new Five-Year Economic Development Plan is unveiled in mid-1973. Private investments may also be stimulated by the new Plan, continues the U.S. Embassy in Rabat.

Social reform

The Government is continuing to give more attention to social reforms, a trend which has been under way since immediately following the coup attempt in July 1971. Higher wages and fringe benefits have led to a more rapid rise in prices than during the sixties but excellent harvests and anti-inflationary policies of the government have tended to dampen the price rise.

Distribution of government-owned land to small farmers has been accelerated and the Government has announced its intention to recover the 200,000 hectares of land still owned by foreigners for distribution to Moroccan farmers. The means of payment have not as yet been determined.

Following the second coup attempt in August 1972, King Hassan II discussed the possibility of forming a broadly based government with the heads of opposition political parties. The conditions of these parties for their participation in the Government were unacceptable to the King and a new Government without their participation was named in November 1972. It is anticipated that elections to choose a new parliament will be held in 1973. Some basic decisions on economic and social development may be postponed until they can be approved by the new parliament.

As it prepares to begin its new Five-Year Plan Morocco can count on the highest level of international reserves since independence. As of the end of November international reserves had reached $280 million, an increase of 39 percent over December 1971. Part of this increase can be explained by a low level of investment and a decline in imports of capital equipment. This high level of reserves could decline in the second half of 1973 or in 1974 as imports for projects under the new Plan get under way.

U.S. ranks second

Imports are expected to rise rapidly once the new Five-Year Plan is launched and U.S. firms should supply from 12 to 15 percent of the total as they have in the past. In most years the United States ranks as the second most important source of supply for Moroccan imports.

U.S. exporters of manufactured items will very likely continue to meet stiff competition from European firms which are strongly entrenched in the Moroccan market. More than 60 percent of Morocco's trade is now with the enlarged European Economic Community. Most of this trade is carried on under the agreement of partial economic association between Morocco and the EEC which became effective in September 1969. The agreement provides for duty-free entry of most Moroccan manufactured goods into the EEC and concessionary treatment for some Moroccan agricultural commodities. Morocco has not, however, given any preferential tariff treatment to the EEC and there is no tariff discrimination against imports from the United States.

The Moroccan-EEC treaty of economic association is due to expire in 1974 and renegotiation has already begun. Should the EEC

MOROCCAN TECHNICIANS—*This pharmaceutical plant in Casablanca was expanded and modernized with World Bank funds. Morocco's next Five-Year Economic Development Plan, to be announced this year, should stimulate private investment.*

demand and receive preferential treatment for its exports in Morocco, U.S. exporters would be placed at a competitive disadvantage.

Over 50 percent of imports from the United States are normally agricultural commodities such as wheat, vegetable oils, and cotton. While Morocco has achieved considerable success in increasing its agricultural production, demand tends to outpace supply and there is a continuing demand for U.S. agricultural commodities.

Substantial quantities of U.S. tallow and on occasion tinplate are also imported for industrial requirements. A large part of these imports are financed by PL 480 or AID loans to the Moroccan Government.

The continued priority which the Government intends to give investment in agriculture should result in a strong demand for imports of agricultural implements and irrigation equipment. There should be an increase in imports of certain kinds of fertilizers and pesticides. Morocco is trying to improve its livestock herds and will be importing substantial amounts of registered cattle.

Greater priority

Industrialization will receive greater priority under the next Plan. There will probably be substantial investment in industries processing Moroccan agricultural and mineral products. It appears that priority will be given to labor intensive industries in order to absorb some of the growing unemployment in Morocco. Morocco will probably be less interested in advanced technology than in simple machinery employing a large amount of labor. It will also give priority, however, to industries producing for export.

There is considerable excess capacity in the textile industry but this may be reduced as textile exports grow, creating renewed demand for textile machinery. There have also been indications that there will be investments in a plant to manufacture synthetic fibres. Continued investment in the construction industries and especially in cement will be necessary if domestic demand is to be met. Domestic production of cement rose by only 3 percent in 1972 while consumption expanded by 12-13 percent.

Five-year investment plans are being prepared by the principal mining companies for inclusion in the government's overall development plan. There should be a substantial increase in imports of mining and earthmoving equipment over the next few years. The United States has been very competitive in this kind of equipment in the past but U.S. suppliers should not rest on their laurels. Competition from the EEC will be keen.

More competitive

U.S. manufactured products have become more competitive since devaluation of the dollar. U.S. suppliers should be able to improve their exports of such items as office equipment, material handling equipment, packaging machinery, medical equipment, motors, and heating and cooling equipment.

The full extent of government investments in the transportation, power and communications fields will not be known until publication of the new Plan. Some government-controlled enterprises, however, have already given indications of their investment plans.

Royal Air Maroc has announced its intention of buying five Boeing 727 aircraft to add to the two which it has already purchased. The National Railways has indicated that it will purchase 44 electric locomotives, 24 diesel electric locomotives, and 36 shunting engines as well as other rolling stock. Morocco could well join other countries of North Africa which have bought U.S. locomotives.

The National Steamship Co. (COMANAV) has also embarked on a program of expansion. The company purchased five vessels in 1972, three of which were refrigerated, bringing the total to 11 vessels with a gross tonnage of 33,000 tons. COMANAV wishes to expand its business into transporting crude petroleum as well as other products. By the end of the next Plan COMANAV hopes to have more than 20 vessels.

Market continues

During the last Plan Morocco extended the runways on a number of airports and began the process of modernizing equipment. This process is expected to continue under the new Plan and should result in a market for additional air traffic control and other airport equipment. Construction of a new passenger terminal at Casablanca/Nouasseur Airport is expected to begin in 1973.

There has been little information on major new public works projects being planned. Government officials have stated, however, that there will be a substantial increase in investments in the social sector.

One example of this is investment now under way in the supply of potable water. The recently created Office National de l'Eau Potable has begun a long-term plan for the production and distribution of water. It has embarked on a project with an estimated cost of around $105 million for the distribution of water to the Atlantic coast area between Kenitra and Casablanca.

There are also indications that investment in sewage treatment plants will be made.

Electric power production, stimulated by a strong demand from the minerals sector, grew by around 12.9 percent last year. Morocco has adequate electric power capacity for the time being but the Office National d'Electricité, which produces most of the electric power in the country, will invest in additional facilities under the next Plan. The German subsidiary of Babcock and Wilcox has reportedly been awarded a contract for constructing a 60,000 kw addition to the

Roche Noire thermal electric power plant at Casablanca.

The demand for U.S. engineering services should pick up in coming months. Dam construction and irrigation programs have in the past employed the services of U.S. engineering consulting firms. U.S. engineering firms may also find opportunities in connection with the government's industrialization program.

Many of the major construction projects are financed by the World Bank and construction is subject to international bidding. Moroccan officials are interested in receiving bids from qualified U.S. firms in order to increase competition.

Counting on investment

Morocco is counting on a substantial increase in foreign private investment to achieve its investment goals under the next Plan. It is in particular interested in joint ventures involving a significant capital contribution by the foreign firms. Investments in industries for export where the foreign partners bring experience in marketing abroad are especially welcome. It appears that investment in the industrial, agribusiness, mineral, hotel, fishing and agricultural sectors will be the most sought after by the Moroccans.

In an effort to exploit fishing resources, Morocco has formed joint companies with Japanese and Spanish firms and has talked with the French regarding French-Moroccan firms.

The preparation of a new Investment Code has been under way for many months and is reportedly nearing completion. It will reportedly simplify procedures and reduce the possibility of arbitrary decisions by making the granting of fiscal incentives more automatic.

In the meantime a variety of fiscal incentives are being granted to investors under the existing Investment Code. U.S. investors may guarantee their investments with the Overseas Private Investment Corporation (OPIC).

Ugandan Acts May Delay Progress; Stringent Regulations Limit Imports

The President of Uganda's move to place the economy of his country in the hands of black Ugandan citizens will have major long-term economic effects. Steps taken to implement this "Economic War" are bound to result in at least a temporary slowdown in Uganda's economic progress, according to the U.S. Embassy in Kampala.

Though not an action taken in conjunction with the "war" (except in retrospect), the first move was the expulsion of all Israelis from Uganda in the spring. This was followed in the fall by the expulsion of non-citizen Asians and later by the takeover of a number of foreign-owned firms, primarily British but including one American firm.

The Asian population of Uganda controlled most of the import, wholesale and retail trade in the country and much of the manufacturing. The expulsion order carried a 90-day time limit, thus precluding the possibility of an orderly turnover and training of black African replacements. Management and skilled technicians departed along with shopkeepers.

Relations with Britain

Relations between Uganda and Britain have seriously deteriorated as one consequence of the Asian expulsion and recently the Government of Uganda took over a number of British firms, including a large number of tea estates in Western Uganda. Britain cancelled a large development loan to Uganda and will discontinue the practice of topping off salaries of British expatriates employed by Uganda in the fields of government administration, education, and medicine.

These moves by Britain will cut off a prime source of skilled manpower to Uganda and, combined with the loss of skilled Asians, will make it necessary for Uganda to recruit such technical assistance elsewhere. The time lag between the loss of these personnel and their replacement from other sources is bound to result in at least a temporary slowdown in Uganda's economic progress.

Uganda's exports have continued at a relatively stable rate and the fluctuations have been more a function of adverse weather effects on crops than chronic problems. Certain problems related to the Asian exodus may cause some difficulties in the marketing of crops but these should be overcome with time.

Big question mark

The one big question mark with regard to Uganda's exports is how a breakdown or change in the International Coffee Agreement will affect Uganda's ability to market coffee. Also, closure of the Suez Canel has added significantly to the transportation costs for Ugandan coffee.

If quotas are removed from world coffee sales Uganda will face even stronger competition in the world coffee market. Given the present surplus production in the world of coffee, a reduction in world prices could present Uganda with serious difficulties.

Uganda is well aware of the problems in the coffee market and has been trying to develop new markets with non-quota countries. Minor coffee sales to the Soviet Union were announced in late 1972 and Uganda continues efforts to sell elsewhere.

Stringent import restrictions and licensing procedures have drastically reduced Uganda's level of imports and have improved the foreign reserve balance in the trade account. Counterbalancing this, however, is a heavy international debt repayment schedule for coming years. In taking over foreign firms Uganda has promised com-

pensation, which would place an additional strain on her international accounts. The internal budget deficit of the country continues to rise due in part to security expenditures necessitated by an abortive attack on Uganda by dissident exiles from neighboring Tanzania in September.

State Trading Corporation

As most of the import trade in Uganda was carried on by Asians, the Government established the State Trading Corporation to act as importer and wholesaler for essential goods to assure their constant supply. The Corporation does not have a monopoly but will act in competition with private enterprise, except in cases of certain essential items as yet undefined.

The Corporation has established depots around the country and officials of the Corporation have contacted a number of foreign goverment representatives in Uganda for lists of suppliers of various items. The State Trading Corporation, for example, is presently engaged in letting tenders for the supply of sugar.

The present policies being followed by the Government have certain implications for the United States in the areas of trade and investment. On the trade side, continuing import restrictions may limit the market for U.S. goods in Uganda.

Traditionally exports from the United States have been machinery and transportation equipment. Sales of equipment of this type will depend on the overall strength and growth of the economy of Uganda. Certain goods, such as tractor chassis and spare parts, should continue to have a strong market in this agriculturally-oriented economy.

Perhaps the most promising sector, however, will be in the area of consumer goods. As traditional lines of supply are disrupted by the departure of the Asians, alternative sources of supply will be sought. Traders are becoming more and more interested in the United States as a source of supply for many of the consumer items traditionally supplied from other countries.

Several private businesses and government organizations have already expressed interest in such items as household appliances, children's clothing and household utensils. As market potential becomes more apparent, this list will undoubtedly expand.

While this change in trading patterns can be extremely beneficial to U.S. suppliers, the picture is not without complications. Many of the businesses seeking U.S. suppliers are newly established and have no credit reputations as such, but may become major importers in the future.

The investment picture is less satisfactory, at least until the question of compensation for firms taken over by the Government has been settled. One U.S. firm was included among the takeovers and until disposition of the compensation claim has been made, U.S. government investment guarantees are not likely to be available.

The limited amount of U.S. investment in the country (approximately $10 million) is centered in petroleum and banking. Thus far the petroleum companies have been affected only in amounts of sales; their investment as such has not been affected. The banks have been more seriously affected due to loss of accounts and profit source. None of these effects are attributable to the fact that these businesses are owned by American investors in whole or part.

Of vital importance

Of vital importance to American exporters at this point in Uganda's development is willingness and ability to provide technical support and a supply of spare parts. Trained African staff are simply not sufficient in many fields to provide proper maintenance and in some cases engineering expertise.

KAMPALA CLASSROOM — *Michael J. Ward, an instructor from IBM's New Orleans Education Center, explains data processing methods to African students attending an IBM World Trade Corporation course in Kampala, Uganda.*

In capital goods, willingness of the seller to provide at least interim servicing or a training program for African staff will be a very strong selling point in the eyes of the Government.

Parts, training policy

Uganda has already made it a policy that firms unwilling to maintain inventories of spare parts and technical training for local employees are not welcome. By providing such services U.S. firms may well be able to enter into long-term supply contracts beneficial to both themselves and Uganda.

As a result of the moves by the Government in the "Economic War," Uganda is very much in a transitional stage. Reorienting the economy in favor of black Ugandans will be time and resource consuming. The Government is making efforts to smooth the transition and place minimal strain on the economy but the road ahead will not be an easy one.

Venezuelan Commercial Changes Require Adjustment By U.S. Business

Recent commercial policy developments combined with an improving economy present both challenges and opportunities for U.S. business in Venezuela, according to the U.S. Embassy in Caracas.

The Embassy expects the economy to perform better this year than in 1972, when real growth hardly exceeded the increase in population. While petroleum production, which provides over 90 percent of foreign exchange earnings and over 60 percent of government revenue, declined and agricultual production stagnated, production of the remaining sectors of the economy showed significant growth over 1971. Although the cost of living moved up gradually over the year, mostly in response to the increased cost of imports, Venezuela continued to enjoy one of the lowest rates of inflation in the world.

Record exchange level

A high level of aggregate demand, buoyed up by excessive liquidity, caused a substantial increase in imports while exports remained at approximately the same level as 1971. The resulting deterioration of the trade surplus, which probably caused the basic balance of payments to be negative for the first time in several years, was offset by a heavy flow of short-term foreign capital as evidenced by a record level of foreign exchange reserves at the end of the year.

In an effort to stimulate domestic investment and expand ownership of the means of production, the Government passed a Capital Markets Law establishing a regulatory agency over securities transactions and providing tax incentives for wide distribution of shares of corporations.

Despite uncertainties connected with the 18-month presidential election campaign, which will end December 1973; the marginal aggregate real growth registered for 1972; and the deterioration of the balance of payments on current account, most observers are somewhat optimistic about the economic prospects for the current year.

Ample liquidity in the hands of the public will support a heavy demand for consumer goods. However, to the extent this demand is satisfied by imports (especially luxury items, high tariffs notwithstanding) there will be a further deterioration in the trade surplus and possibly the balance of payments if a relative change in interest rates should reduce or reverse the heavy inflow of short-term capital from abroad.

With the traditional public works spending associated with an election year, public investment, especially in construction, should grow at a faster rate than during 1972, offsetting any possible decrease in private investment that may result from uncertainty connected with the new tariff system and Venezuelan entry into the Andean Pact. If the new Capital Markets Law has the desired effect, there could be an increase in private investment, especially since the traditional investment possibilities have not been adequate to satisfy public demand.

While the energy shortage in the United States offers some prospect for increased petroleum production, with resultant increases in foreign exchange and government revenue, this possibility is severely limited, since the type of oil for which Venezuela has unused capacity is high in sulphur content and therefore only in demand as a last resort.

Exports outside the extractive industries offer much brighter prospects. As the El Tablazo petrochemical complex goes into full production this year, the value of Venezuela's non-traditional exports should be significantly increased.

In the long-term, the health of the economy will depend on the government's success in diversifying exports and in developing new sources of petroleum. Despite recognition of the gove[illegible]ment of the danger of over-dependency on petroleum, the fate of the economy will continue to be inexorably linked to petroleum for many years.

Recent significant developments in commercial policy include denunciation of the U.S.-Venezuela Bilateral Trade Agreement, and its replacement by an exchange of notes to retain low U.S. tariffs on petroleum and to reaffirm the Most-Favored-Nation clause; a change in the import system from licenses, quotas and specific duties to an ad valorem system; proposed legislation for export incentives; and negotiations (see Page 43) for Venezuelan entry into the Andean Pact.

These developments, combined with a relatively healthy economy and the uncertainties of a presidential election year, present both challenges and opportunities for U.S. business in Venezuela.

New tariff system

To the U.S. exporter the new tariff will mean two things—the opportunity for increased exports in some areas, and the need to adjust to new documentation procedures. Some adverse changes in trade patterns may occur, but several offsetting factors in the new tariff will probably mute the aggregate effect of any such shifts. In general, the most dramatic change in the tariff structure now allows products which formerly required import licenses to be imported, but at a high ad valorem duty.

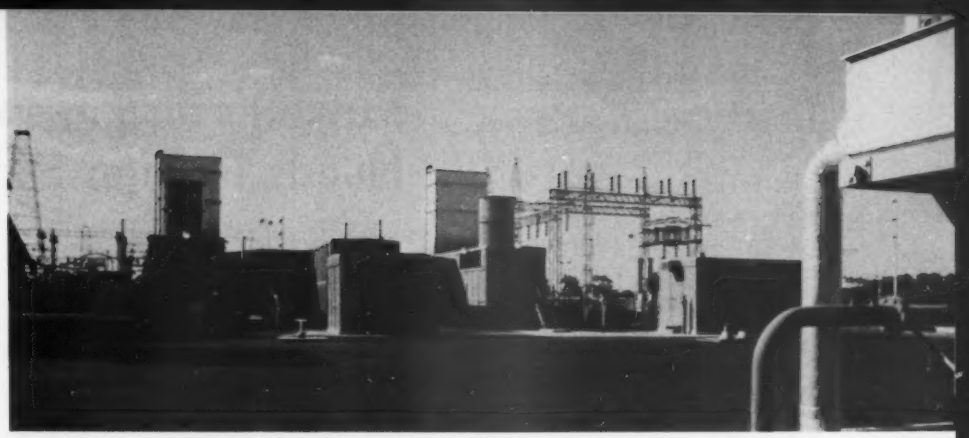
The current high liquidity and the desire for products of better quality of "status appeal" may lead the Venezuelan consumer and industry to increasingly import products which they formerly pur-

chased only in Venezuela. Although it is impossible to predict the extent of such a trend (and it may well be a minor trend), imports of "new and improved" consumer products—ranging from home-entertainment systems, refrigerators, gas and electric stoves, and electric driers to automobiles—will increase over the negligible amounts of past years. The Venezuelan Automobile Association estimates that 2,000 to 3,000 automobiles may be imported in 1973.

The origin of such imports will be influenced by several competing factors. The high ad valorem duty will cause importers to look increasingly toward low-cost producers. On the other hand, since tariff rates are based on c.i.f. price, lower shipping rates from the United States will prove to be a competitive advantage, particularly for bulky goods.

In particular, a shift toward low-cost producers may occur for items which now carry high tariff duties but for which product quality is not a primary consideration, such as tools, hardware, fasteners, raw materials for the textile industry, and food-product ingredients.

The ramifications of the new tariff system on industrial inputs and on finished goods not manufactured locally are not clear at this time. Under the rates announced in January, some items which are not produced locally, such as construction cranes, carry high tariffs because they have initially been grouped with other items (such as elevator cranes) which are made in the country and are thus protected. Some finished products, such as toys and hardware, have also been assigned high duties although they are not manufactured locally. It is expected that the trade distortions which might arise from such high duties will be minimized by corrections which the government will make before and after the effective dates of the tariff. A Consultative Commission on the Tariff is currently considering the requests of commercial and industrial interests for modifications in the code. The Government is also preparing an exoneration policy which would most probably provide exemption from duties on imports of industrial inputs or semi-manufactured goods.



VENEZUELAN POWER PLANT—*Two 20,000-kilowatt General Electric industrial gas turbines in use at the Energia Electrica de Venezuela power plant in La Concepcion. These units supply Maracaibo's base load requirements.*

New requirements

Under the ad valorem system, exporters will be required to make a "declaration of value" and provide a "definitive commercial invoice" to verify the price for all imported goods. Exporters may have to provide additional support assistance to their agents and distributors in Venezuela. The Government has stated that importers must justify the prices of all products which are not imported "under conditions of free commerce," when the buyer-purchaser relationship may result in special price considerations.

Although neither the interpretation of this provision nor its method of implementation is clear at this time, exclusive distributors, agents and licensees will likely be required to submit catalogues, contracts or other documents in order to defend the import prices quoted. Normal commercial discounts, such as volume discounts, will be allowed. It is possible that in attempting to implement these regulations the Government will establish base reference prices for particular products or a standard price-adjustment system.

Should Venezuela ratify the Andean Pact, the immediate economic impact would probably be minimal. As the intra-Pact tariff-cutting goes into effect (tariffs on goods from Pact members are to be reduced by 10 percent each year), trade among the member countries will increase. The extent of this trend over the medium-term, and the extent to which U.S. exports to Venezuela or other countries would be affected, is not clear.

The most likely increase of exports from the original five Pact members to Venezuela would be textile and agricultural products. Venezuela may well be allowed to exempt these caterogies from the tariff reductions, however, thus curbing the immediate impact of its entry. Consumer goods and the automobile and steel industries have already been largely excluded from intraregion tariff reductions for the near future.

Over a five- to ten-year period, Venezuela's entry into the Andean Pact may significantly affect trade patterns with Pact countries. As the industrial sector program of the Pact gains momentum, both new industrial undertakings and the fuller utilization of existing plant capacity may allow Andean companies to begin to supplant goods currently imported from industrialized countries.

Due to the larger market which the Pact would make possible, production of agricultural machinery,

packaging machinery, and expanded metallurgical and chemical industries might become economically feasible. A general feeling in some industrial circles is that, although the establishment of such ventures would not be initially sound economically, many foreign companies would feel compelled to produce locally so as not to be "beaten to the punch" by competitors.

The U.S. share of the export pie might decrease as intra-Pact trade increases, but aggregate export opportunities may rise to the extent that more rapid economic growth is fostered.

Other trade prospects

Expansion in the construction, steel, and electric-power sectors will highlight 1973. Large public works projects (including the Maiquetia Airport, the Petare-Guarenas highway, and possibly the start of the Caracas Metro) make Venezuela a good market for capital goods in 1973. The state-owned Venezuelan Steel Co. (SIDOR-Siderurgica del Orinoco C.A.) and the private Siderurgica Venezolana S.A. both plan expansions in 1973, the former as a result of an $18.5 million loan from the Inter-American Bank.

CADAFE, the state electric power company, plans to build at least three additional thermal power plants by 1975, costing over $7 million. It recently received a $3.3 million loan from the Export-Import Bank for electrical generating equipment.

In the petroleum sector, the best opportunity for U.S. sales will come from a proposed LNG project, if it moves forward this year as planned. In addition to a $250 million liquefication plant, the project would require several cyrogenic tankers at about $80 million each.

The only other "big ticket" investment project in the petroleum sector that might go forward this year is a long-discussed 120,000 b/d oil refinery near Puerto La Cruz.

Kuwait's Strong, Expanding Economy Needs Foreign Expertise, Equipment

Kuwait's economy is buoyant.

The recession which followed the Six Day War in 1967 is now over, having bottomed out in 1970, but there is general recognition that the spectacular boom times which characterized the 50's and early 60's are unlikely ever to return. Nonetheless, Kuwait's GNP has grown tremendously over the past year or so and most economic indicators point to a strong, expanding economy, reports the U.S. Embassy there.

The most important single economic factor is oil, and changes in oil agreements in 1970 and 1971 resulted in a tremendous boost in oil revenues. This in turn enabled the Government to increase substantially its expenditures, which most observers see as the key to the tempo of general economic activity. Not only did the Government pursue a vigorous program of public works and construction, it raised the salaries of government employees, who comprise about 40 percent of the labor force.

Thus, the combination of increased income and public expenditures have done much to overcome the economic strains placed on Kuwait by the 1967 war, i.e., closure of the Suez Canal and imposition of the Khartoum payments. By now, accommodations to changes brought about by the war have been made and, perhaps most importantly, confidence has been restored in the commercial and financial community which is reflected in day-to-day business transactions and planning.

Implicit in this mood is the relative freedom and political stability which Kuwait enjoys, as well as faith in its future. Nevertheless, apart from oil, Kuwait is basically a very poor country. Thus, the longrun performance of the oil sector is crucial, and over the past year a debate has developed over the depletion and conservation of Kuwait's most precious asset.

Moreover, disruptions over the past two years in the international financial and investment communities have caused Kuwaitis to review investment policies with care.

In the short run, however, no serious disruptions in Kuwait's economy are envisaged. Oil income is expected to continue at high levels, and Kuwait's reserves and balance of payments position are likely to become even stronger.

Currently the most important elements of the economy are performing well, and the general psychological state of businessmen is optimistic, despite the existence of some inflationary pressures.

Competition is vigorous

The trend which began during the latter sixties of ever stiffer competition for U.S. products, particularly from Japan, can be expected to continue. Kuwait's affluence and the fact that it must import almost all the goods it uses means that its importance as an export market to industrialized countries is greater than its small population would initially lead one to believe. Therefore, not only Japan, but also the United Kingdom, West Germany, France and other countries are all competing vigorously for this attractive market.

The United States can be expected to maintain a strong position in Kuwait. American products have a good reputation, but at times other suppliers are able to offer equivalent goods at lower prices. The key for most consumer goods, therefore, would seem to be maintenance of brand loyalty while keeping prices as close as possible to those of competitors. Easier financing would also help.

Large public works projects together with plans to expand the

industrial sector offer U.S. firms several important opportunities. Heavy or specialized equipment is an area where the U.S. seems to compete reasonably well. These projects also offer good opportunities for American engineering and consulting firms, and recently there have been examples of Kuwaiti preference for American consultants in some areas where their experience places them in a commanding position around the world.

Similarly, should some of the new industrial projects go forward there may be opportunities for American firms, perhaps working with local firms, for turn-key projects or as designers or even managers.

The combination of abundant capital and lack of management expertise means that Kuwaitis, particularly private entrepreneurs, are interested in joint ventures. To those American companies interested in ventures where they either would hold a minority position or no equity at all, there are a host of possible business ventures ranging from franchises to large industrial ventures which could be attractive.

The local demand for foreign know-how will continue and grow, and as Kuwait moves into more sophisticated activities the United States should benefit. New electricity and water projects, new industrial projects, even some of the new public works schemes involve relatively high technology, and in general once a positive decision is made Kuwaitis want the best and most modern, particularly in those areas where a desire to use capital intensive facilities exists.

An example of this kind of opportunity is KNPC's $150 million refinery, the most modern in the world, supplied entirely from American firms.

Two other areas of business opportunities with the Kuwaitis should be noted as well. American firms doing business in other Arab countries should investigate cooperating with Kuwaiti sources of financing. On a number of occasions major sales of U.S. equipment to other, less affluent Arab countries were possible because of the availability of Kuwaiti capital.

Similarly, Kuwaiti capital for U.S. projects should be considered. Despite any fluctuations in the dollar's value in recent years, the fact remains that the United States has the largest, strongest economy in the world. The United States does attract some Kuwaiti investors, but potential exists for attracting more substantial levels of Kuwaiti investment to the United States.

AIRCONDITIONERS FOR KUWAIT—*The front panel is attached to these Admiral room airconditioners as they are readied for shipment to Kuwait. Competition continues to grow stiffer but U.S. suppliers can maintain a strong position.*

The larger market

From the foregoing it can be seen that Kuwait represents a small but attractive market for U.S. goods and services. The economy is currently prosperous and the outlook for the next few years is bright. The Government is committed to a program of economic diversification and expansion, and the Kuwaiti market is likely to continue its growth.

For many Americans, however, Kuwait is a relatively small and unfamiliar market, far from home. It is important, therefore, to point out that it is but part of a booming larger market which also includes Iran, Saudi Arabia and the states of Bahrain, Qatar, the United Arab Emirates and Oman. This market is characterized by very large income based on rapidly expanding oil production and exports and a desire in all of the countries to build and expand their economies as rapidly as possible.

Successful penetration of the market, say in Kuwait, can often lead an American firm to be called upon to do work in one of the other countries of the region. Or merely by being there, an American firm can often take advantage of opportunities in a neighboring country. It is being done right now by firms alert enough to have gone there as the current boom in the region began.

Personal presence by American firms and businessmen is often of critical importance. American businesses are held in high regard, but local businessmen and officials place great importance on personal contact. American firms interested in projects in Kuwait should realize that patience and careful attention to personal contacts in the government and business community are often essential for the successful conduct of business.

International Business Reports

U.S.-Soviet Commercial Agreements 1972, Texts, Summaries and Supporting Papers, Catalog No. C-57.402:SO8/972. 110pp. $1 at GPO Bookstore, $1.25 by mail.

Texts of the 1972 U.S.-Soviet Commercial Agreements, along with summaries and supporting papers, are now available in this publication issued by the Bureau of East-West Trade of the U.S. Department of Commerce.

Reproduced are the grains agreement, July 8, the maritime agreement, Oct. 14, the trade agreement, Oct. 18, and the lend-lease settlement, Oct. 18.

Also included are the transcripts of White House press conferences at which the Agreements were announced, along with summaries of the Agreements distributed at the press conferences.

"The publication will be of significant interest to businessmen who want to keep informed about the current outlook for East-West trade," Steven Lazarus, Director of the Bureau of East-West Trade, said.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

The Great Brazilian Equipment Competition. By Nathaniel M. McKitterick. 68pp. $50.

This book is concerned with the procedures of international competitive bidding.

In 1971 the Brazilian Government chose to employ international competitive bidding in the purchase of equipment for the second stage of a program to triple Brazil's steelmaking capacity by the early 1980s.

The fact that the Japanese are proving the big winners in this competition and American suppliers have so far been all but shut out, and that other countries are likely to adopt the same procedures for major projects, makes this of immediate importance to American industry and government. The author discusses the challenge that this new approach presents to equipment suppliers.

He first describes how the program came into being and how the Brazilians hit on the formula for linking bilateral and multilateral finance in a huge international competition. Then he looks at the bidding procedures in some detail to illustrate the real role of international competitive bidding. He tries to explain why the Japanese are dominating this competition and to assess the significance of that domination.

Finally, McKitterick takes the subject of international bidding procedures out of the context of the Brazilian competition. He stresses the political and technological importance of the procedures, rather than their economic importance, and explores how the international development banks can help make them more acceptable to suppliers and borrowers, and their governments.

Write: Nathaniel M. McKitterick, 1835 K St. NW., Suite 300, Wash., D.C. 20006.

Canadian Automobile Agreement: Sixth Annual Report of the President to the Congress on the Operation of the Automotive Products Trade Act of 1965. February 1973. 139pp. $1 at GPO Bookstores, $1.25 by mail.

This report contains information with respect to the United States-Canada Automotive Products Agreement. It includes data on automotive trade, production, prices and employment in 1971, noting that automotive trade between the two countries in that year continued to increase in volume and the U.S. net position was approximately the same as in 1970. Also included are statistical tables and appendices.

Write: Superintendent of Documents, U.S. Government Printing Office, Wash., D.C. 20402.

Calendar For World Traders

March 20—Memphis—World Trade Club meeting, Sheraton Motor Inn.

March 20—Westbury, L.I.—Long Island World Trade Club meeting on Joint Ventures, Westbury Manor.

March 22-23—New Orleans—28th Mississippi Valley World Trade Conference, Fairmont-Roosevelt Hotel.

March 22-23—Washington, D.C.—U.S.-Sudan Trade Development Conf., Mayflower Hotel. Sponsor: Averroes Inc., McLean, Va.

March 29—Cleveland—28th annual Cleveland World Trade Conference, Statler-Hilton Hotel.

March 29—St. Louis—World Trade Club joint dinner meeting with Credit Management Assn., Colony Hotel.

April 3 — St. Louis — "Show you" export workshop, Chamber of Commerce office, 2-4 p.m.

April 4—Wallingford, Conn.—Export seminar, Yale Motor Inn, 9:30-3 p.m. Sponsors: State National Bank and Commerce's Hartford District Office.

April 5—Milwaukee—World Trade Club's annual meeting, Ramada Sands Motel.

April 12—Chicago — International Trade Club meeting, Sheraton-Chicago Hotel.

April 23-25—St. Louis — International Marketing Conference of the American Marketing Assn., Chase-Park Plaza Hotel.

April 26—St. Louis—World Trade Club's Port of New Orleans Night dinner meeting, Colony Hotel.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects.

Licensing, Investment Abroad

0179 — HONDURAS — Company seeks joint venture to **plant and process pineapples.** A U.S. investor's share would be between $500,000 and $1 million. Favorable feasibility studies already made. Approximately 300 acres will be planted during the first stage, eventually increasing to between 12,000 and 20,000 acres. Plantation and processing plant would be located in the vicinity of Lake Yojoa, near the Tegucigalpa-San Pedro Sula Highway. Juan J. Hasbun, general manager, Tropical Fruit, S.A., P.O. Box 86, Tegucigalpa, D.C. Cable Trufruit, Tegucigalpa. P-73185.

1542 — BRAZIL — An engineering and construction company with nationwide operations is seeking a joint venture with a U.S. firm. Particularly desires proposals from companies with experience in **hospital design, engineering and construction** to enable them to bid on forthcoming major Government investment in the health field. Wilbur V. Kocknsmith, technical director, Sisal Imobiliaria Santo Alfonso, Avenida Almirante Barroso 81, 5 Andar, 20000 Rio de Janeiro ZC-00. WTDR. P-73196.

2046—PAKISTAN—Newly-formed firm offers interested U.S. parties up to 10 percent equity capital and requests technical assistance in pending project to produce 20,000 tons annually of **corn sugar and by-products** such as corn oil, poultry and cattle feed, yeast and sorbitol. Plant will be established at Dera Ismail Khan in Pakistan's Northwest Frontier Province. Abdul Wahab, director, Khyber Corn Sugar Industries Ltd., 25 Badri Bldg., I. I. Chundrigar Road, Karachi. Additional information available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C., 20230. WTDR. P-73192.

2075—JORDAN—Company seeks joint venture to establish **soybean crushing facility.** Annual capacity to be 15,000 m.t. Established in 1958, firm manufactures poultry feed; operates poultry hatcheries and imports veterinary products, feed concentrates and poultry equipment. Jack Khayyat, gen. mgr., Middle East Agricultural and Trading Co., Ltd., P.O. Box 470, Amman. WTDR. P-73180. OPIC.

2381—JAMAICA—Firm seeks technical know-how to manufacture **industrial gloves.** Would be first glove manufacturing plant in Jamaica. Considering exports to Caribbean Free Trade Association countries which enjoy duty free and quota free entry. Established in 1970, company manufactures wrought iron furniture, protective grills and staircases. Also manufactures leather belts and bags on a small scale. Glen A. McDonnough, mng. dir., B & B Metal Works Ltd., 100 Constant Spring Rd., Kingston 8. WTDR. P-73190.

2421—GREECE—Firm presently erecting an **automatic saw mill** on family-owned 12.5 acre site seeks joint venture with a U.S. manufacturer to which it is willing to give 25 percent equity participation. Also, seeks to establish plywood and blockboard producing facilities. Firm owns and operates saw mill in Piraeus. G. & C. Stamatekos S.A., 11 Dervenakion St., Piraeus, Greece. WTDR. P-73189.

2650 — SWITZERLAND — Manufacturer of **cardboard packaging** seeks licenses, manufacturing processes and production techniques to diversify. Firm's interests include (1) finishing of cardboard, including impregnating, coating, corrugating; (2) production of one way multi-packs for bottles, fruits, tins, food products; (3) household and solid waste handling bags; (4) novel and attractive bags for use by department and chain stores; (5) all kinds of cardboard boxes for mailing purposes, industrial packaging, freight forwarding; and (6) blister packaging. Company supplies packaging materials to Switzerland's major chocolate and biscuit manufacturers. Equipped with major machinery. Prepared to purchase new machinery from U.S. licensor. Fred Fankhauser, President, Fankhauser & Co., AG, Steinenbachweg 22, 4710 Balsthal, Switzerland. P-73179. Details available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C., 20230.

2651 — GERMANY — Manufacturing rights for **printed folding boxes, other packaging materials.** Particularly interested in new packaging production systems. Firm is important producer of packaging materials; markets in EEC. Christian Weiersmueller KG, Nuernberg, Germany. WTDR. P-73198.

2819—KOREA—Manufacturer of **activated carbon** seeks joint venture, license. Wants to expand capacity, improve quality. Estimates cost of project at $675,000. U.S. participant offered 50 percent equity. Plans to raise present production of 300 m/t annually to 1,000 m/t. The Yoolim Chemical Industrial Co., Ltd., 69-5, 2-ka, Taipyung-ro, Chung-ku, Seoul, Korea. WTDR. P-73178.

2891—GREECE—Joint venture to expand **production of glues and adhesives.** Wants to manufacture casein, hot-melts, solvent cuts, polyvinyl alcohol and polyvinyl acetate emulsions. Firm concentrates on manufacture of bulk furniture adhesives. Believes there is growing market for these products. Christos Kritharides, Greek Professional Adhesives, 28 Leoforos Kaftantzoglou, Thessaloniki, Greece. P-73183. OPIC.

2899—JAPAN—License to manufacture **anti-rust chemicals for automotive finishes and motors.** Firm produces and markets automotive chemicals and related hardware. Has technical base and sales network to handle additional lines. Mr. Y Kimura, Representative Director, Chitose Engineering Co. Ltd., 3-18-30, Chiyoda, Naka-ku, Nagoya City, Japan. WTDR. P-73173.

3079—SWITZERLAND—License to manufacture **precision, quality plastic products.** Of special interest are disposable medical items such as syringes, ampules and instruments; artificial bone parts and joints. Also interested in plastic packaging for medical field. Firm has substantial capabilities in production of precision plastics. Well equipped facilities, employs 700. Sales organization covers Europe. Mr. Marti Jr., sales manager, Brac AG, 4226 Breitenbach, Switzerland. P-73181.

3079, 3494—SWITZERLAND—Licenses to produce (1) **all kinds of gadgets from plastics or light metal alloys such as household items, light metal tools for workshops, products for automobiles;** (2) **plastic and light alloys valves, joints and fittings for chemicals industry, hydraulic applications.** Firm has well equipped plant; experienced in precision work with plastics, alloys. Employs 100. Guy F. Werner, Industrial Property Management S.A., P.O. Box 42, 1211 Geneva, Switzerland. P-73199.

3429—AUSTRIA—Prominent manufacturer of **furniture hardware and other metal goods** desires arrangements with American firms for production of new products. Will consider licenses, joint ventures or other collaboration, including a distributorship, for this purpose in its business lines. Company has highly skilled labor force, ample space for expansion and a dynamic sales force covering outlets in Austria and neighboring countries. H. Sunley, mng. dir., Josef Suschny & Soehne, Wien-Fischamender Metallwarenfabrik, A-2401 Fischamend bein Wien, Austria. WTDR. P-73197.

3429, 3952—NIGERIA—Collaboration for the production of **metal builders hardware** including hinges, door knobs, screws, nuts, staples, etc. desired by small Nigerian political unit. Also, seeking technical know-how and/or joint venture for the manufactuer of **chalk.**

Chief E.M.C. Aniagu, United Company, Chief Aniagu's Palace, IHE Town, P.M.B. 16, Awgu, Nigeria. P-73186.

3500—JAPAN—Major firm seeks representation or licensing agreements to make equipment for several industries. Interests include **electric utilities (thermal and nuclear power), shipbuilding, pulp and paper, air, water and solid waste pollution, iron and steel, construction and mining, all types of packaging, printing and paper converting.** Firm has three divisions manufacturing machinery in areas listed above. Employs 1,000; reports annual sales of over $70 million. Is subsidiary of Swedish company. Rune Hellman, Director—International Coordination, Gadelius K. K., P.O. Box 1284, Tokyo Central, Tokyo, Japan. WTDR. P-73176. Details available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C., 20230.

3531—UNITED KINGDOM—Joint venture to **market used and rebuilt construction machinery** in the U.K., Europe and Middle East. Interests include earthmoving machinery, cranes and tractors. Firm operates 12 acre demonstration site near London, similar facility in France. Long experienced in this field. E. A. Coates, managing director, E. A. Coates Ltd., Maybury House, Frimley, Surrey, England. P-73174.

3535, 3537 — FRANCE — Manufacturing rights for **overhead and floor conveying systems; power driven and lift trucks for material handling.** Firm produces industrial burners, furnaces and ovens. Employs 250, reports annual sales of $5 million. Mr. L. Marris, Dutreux-Hottelart, 353 rue de la Lys, 59 - Halluin, France. WTDR. P-73172.

3540—GERMANY—License to produce **metal forming machines.** Firm manufactures cold roll forming machines. Employs 36, sound reputation. Josef Ahrens, Werkzeug- und Maschienfabrik, 587 Hemer, Teichstr. 7-9, Germany. P-73171. Firm's product brochures are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C., 20230.

3545 — GERMANY — Manufacturing rights for **precision tools.** Presently produces taps, milling cutters. Serves automotive, other industries. Employs 24. Mr. Werner Ruf, Werner Ruf, 33 Braunschweig, 5 Eulenstrasse, Germany. WTDR. P-73184.

3549, 3569, 3714—UNITED KINGDOM—Well established manufacturing and marketing wide range of **components for automotive industry,** including servicing equipment, lubrication systems, filtering equipment and fuel injection systems, seeking new products for manufacture under license and marketing through European sales organization. Affiliates in Australia and India. W. P. Brown-Findlay, group marketing executive, Tecalemit Ltd., Old Court Cox Green, Maidenhead, Berkshire, SL6 3AQ, England. WTDR. P-73187.

3559—SPAIN—License to manufacture **machinery for working marble, concrete prefabricated materials, tiles and artificial rocks.** Would also consider agency agreement. Firm produces wide range of machinery and equipment. Pro Industrial, Comercial Mor, S.A., Pedro I de Aragon, 31, Zaragoza, Spain. P-73193.

3559 — SWITZERLAND — Manufacturing rights for **novel mixing machines; tablet and capsule producing machines; pill coating apparatus; and dissolving, filling and dosing equipment.** For use in pharmaceutical, food and chemical industries. Company prepared to license its homogenizing, emulsifying and mixing machines in U.S. Firm is principal supplier of this equipment to Swiss and West German chemical industry. Mr. Brogli, Brogli & Co., Steinbuhlweg 15, 4000 Basel, Switzerland. P-73175.

3569 — UNITED KINGDOM — Wholly-owned subsidiary of major public company established in 1790 and specializing in manufacture of pumps, mixing equipment, filtration equipment and packaged plants for oil and gas industry seeks licenses for manufacture of range of **oil/gas separators** for removing gas from crude oil. North Sea operations offer large potential market. Employs 500 and reports $6 million annual sales. M. C. Fallons, sales director, Plenty & Son, Ltd., Hambridge, Rd., Newbury, Berkshire RG14 STR, England. P-73170.

3585 — GREECE — Manufacturer of **refrigerators** seeks to expand through joint venture. Presently produces commercial refrigerators for restaurants, related enterprises. Imports primary components from Europe. Has good business connections. Charalambos Voloutis, manager, Hephestos Ltd., 4.5 Kilometer, Langada St., Thessaloniki, Greece. P-73182.

3621—INDIA—Manufacturing rights for **electrical fractional horsepower motors.** Plans call for initial production of 20,000 motors annually, expand to 50,000 units by fourth year. Raw materials, machinery available locally. Firm presently imports, distributes chemicals. Partner is an electrical engineer. Pradip M. Ajmera, Chimanlal Maganlal & Co. (CMC), Devkaran Mansion, 4 Mangaldas Rd., Princess St., Bombay 400 002, India. WTDR. P-73177.

3823 — USSR — Licenses for **high technology flow regulating devices and instruments** needed by Soviet natural gas industry to reduce gas wastage in industrial production. Foreign Relations Department, USSR Ministry of Gas Industry, Ulitsa Kirova 13, Moscow TS., USSR (MR). P-73194.

7011—PARAGUAY—A new hydroelectric complex at Itaipu, within 25 miles of Foz de Iguazu, site of one of the world's great waterfalls, is to be constructed during 1974-1989. It is expected that facilities for workers and visitors will create significant need for new **hotels and tourist-related activities** particularly because the Itaipu reservoir is to be developed as a major fresh-water recreation facility. T. C. Brown, Economic-Commercial Officer, American Embassy, 1776 Mariscal Lopez Ave., Asuncion, Paraguay. P-73195. OPIC.

7213—JAMAICA—Joint venture sought to establish a **linen supply and leasing service.** U.S. company would provide technical and managerial assistance on a continuing basis for equity position in present company or separate enterprise. Company provides commercial laundry services to hotels, hospitals, etc. Established in 1970, firm employs 34. Bryan Melville, managing director, laundry Commercial Ltd., 90-92 First St., Newport West Kingston, Jamaica. Information available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C., 20230. WTDR. P-73191.

Licensing In U.S.

For additional information on opportunities to manufacture foreign firm's products in the U.S., write Commerce's Office of International Finance and Investment, BIC-286, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. (202-967-2248) referring to the appropriate file number.

BELGIUM — Medium-sized company. Product: Patent for **inspection door and manhole covers** for sewer systems and service mains. **File 2352**

UNITED KINGDOM—Large English engineering firm. Product: **Rotary switches** with a range of from 6 to 1,000 amps. The contact arrangement enables up to eight moving contact rollers in a single switch cell. **File 2353**

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce Field Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

FRANCE—Research institute interested in joint arrangement. Product: **Polyvalent electric plethysmograph** which measures human arterial blood flow by means of electrodes placed at various points on the body. **File 2354.**

FRANCE — Company specializing in equipment for ice-skating rinks. Product: **Ice surfacing/polishing machine.** Equipment is used on 150 rinks in Europe. **File 2355.**

GERMANY—Small company. Product: Special **permanent magnets as separators to protect machinery** against failure and damage due to iron particles. **File 2356.**

GERMANY—Large company. Products: Complete line of **laboratory furniture and furnishings.** Includes cabinets, working tables with sinks, ventilation ducts and explosion valves and hollow partitions leaving space for light and water installation fixtures. Firm is also interested in cross-licensing similar sophisticated laboratory furnishings. **File 2357.**

NETHERLANDS — Independent laboratory. Product: **Room heating equipment** which combines hot water and hot air heating systems. There is short warm-up time, and great heat conductivity. **File 2358**

SWITZERLAND—Small company. Product: **Special bulletin board** for hotels, schools, factories, and other. **File 2359**

SWITZERLAND — Research Center. Product: "Long life" disposable baby diaper patented in many countries. **File 2360**

SWITZERLAND—Small, highly specialized company. Product: Line of **homogenizing, emulsifying and mixing machines** for the chemical and pharmaceutical industries. The firm is interested in cross-licensing also. **File 2038-R**

SWITZERLAND—A firm representing a well-known group of companies is offering for manufacture under license in the U.S. a new system for producing **formwork for concrete, tanks, boats and space structures.** It is made of plastic material. The system was developed in Germany and is under patent. **File 2257-R**

Brazil State Goes All Out To Attract U.S. Investors

The Governor of Rio Grande do Sul, Brazil's southernmost state, has set out to make his state the second industrial area in Brazil after Sao Paulo.

As part of the Governor's investment development campaign, a detailed Investor's Handbook has been prepared in English. Copies of the Handbook are registered and their distribution limited to seriously interested potential direct investors. A few copies are available on loan from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C., 20230. Please indicate the nature of your investment interest.

U.S. citizens with further questions about doing business in Rio Grande do Sul should address inquiries to the Secretariat of Industry and Commerce, Departamento: Atracao de Investidores, Rua Caldas Junior, 120-15 andar, Porto Alegre, Rio Grande do Sul, Brazil. P-73188. OPIC.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at local Commerce Field Offices.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Field crop farms

01190 — ITALY — Field seeds, including vicia villosa (villous vetch). Quote c.i.f. Italian port. No intermediaries. Imo Galanti & C. (I, D, R), Via Lago Asciangh 4, 04100 Latina. WTDR 6/72.

Fruits, tree nuts

01740 — CANADA — Citrus fruits. Direct purchase & agency. Baird & Co. Ltd. (I, A, D), 119 Water St., St. Johns. WTDR 1/73.

Animal specialties

02790 — ITALY — Pets, birds, other animal specialties. Tropical Fauna di Franco Simone (I, R), Via Silvio Pellico 32, 10064 Pinerolo, Torino.

Miscellaneous marine products

09190 — ITALY — Ornamental seashells, coral. Tropical Fauna di Franco Simone (I, R), Via Silvio Pellico 32, 10064 Pinerolo, Torino.

Chemical & fertilizer mineral mining

14722 — GERMANY — Prepared barite, ground, in lots of 100 tons each (50 kilograms paperbags). Hanf & Nelles, contact: Bernward Schroeteler (A, D), 4 Dusseldorf, Paul Thomas Strasse 49.

Nonmetallic minerals

14990 — GERMANY — Ground mica, in lots of 20 tons each. Hanf & Nelles, contact: Bernward Schroeteler (A, D), 4 Dusseldorf, Paul Thomas Strasse 49.

14990 — ITALY — Crystal and mineral samples for schools, amateur collectors. Tropical Fauna di Franco Simone (I, R), Via Silvio Pellico 21, 10064 Pinerolo, Torino.

Building construction

•**15100** — ALGERIA — Cement plant extension, turnkey at Zahana: mechanical, electric, automation, and accessory equipment, and start-up (tender reference: "L'Extension de Zahana"). Bid deadline April 30. Tender documents available for 100 DA (approx. $25) from: S.N.M.C., Departement des Etudes Techniques, Gue de Constantine, B.P. 45, Kouba, Algiers. Cable address: SNMC ALGER; Telex: 52812. Correspondence in French required.

•**15100** — GUYANA — Plant to crush

clinkers, store and bag 6,000 metric tons of cement per month, with provisions for future expansion. Formal tender not issued. Machinery and equipment manufacturer proposals also solicited. Contact: External Trade Bureau, Ruimveldt, Greater Georgetown, P.O. Box 67, Cable: EXTRADE; Telex: GY 225.

●15100 — JORDAN — The Jordan Ministry of Education is seeking tenders for construction of six schools at an estimated cost in excess of $500,000, being financed by the World Bank. American construction and consulting firms interested in this turn-key project, which includes design, consulting, construction and supply, should contact Ahmed Husseini, Electronic Engineering Corp., General Agencies & Representatives, Al-Urdon St., P.O. Box 1539, Amman. A WTDR on this firm is in preparation and should be available (for $5) in the near future from the Export Information Div., DIBA-266, U.S. Dept. of Commerce, Washington, D.C. 20230. Copies of a notice from Electronic Engineering Corp. that provides additional information are available from the Construction & Forest Products Div., DIBA-462, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-3602) and the U.S. Dept. of Commerce District Office, 11444 Federal Bldg., 450 Golden Gate Ave., P.O. Box 36013, San Francisco, Cal. 94102 ★(415-556-5864).

Heavy construction, except highway and street construction

●16200 — MALAYSIA — Firms are requested to bid for construction work at Kuantan Port, State of Pahang. The project involves placing of sand fill, drainage works and construction of sand drains (optional). It will be tendered as Contract B. Works under this contract are scheduled to start in September and be completed within 16 months from the scheduled commencement date. Scope of work: clearing land, including swamp area, performing drainage works in cleared area, placing approximately 1.5 million cubic meters excavated sandfill, and constructing vertical sand drains (optional; the diameter of sand drains will be 25 cm., the length will vary from about 15 to about 25 meters; required production: about 2,000 linear meters per day). The estimated cost is approximately M$10 million. The successful tenderer should note that works may vary dependent upon the result of a sand drain/surcharge test to be carried out in mid-1973. Applicants are required to furnish detailed information about their company, including the names of directors/partners, date of registration, paid-up capital, affiliations, bankers and business activities during the past five years, particulars on works similar to the above carried out or in progress, and applicant's principal equipment available. Experienced contractors are requested to obtain a copy of the prequalification questionnaire from one of the following addresses: Project Director, Kuantan Port Project consulting engineers, Bish & Partners B.V., Koninginnegracht 84-86, The Hague; or the Manager, Far East, Bish & Partners B.V., Wisma Damansara, 2nd Floor, Kuala Lumpur, Malaysia. Two copies of the completed questionnaire, together with all other relevant documents should be sent to the Kuala Lumpur address and one copy of the questionnaire and documents to the Hague. Prequalification documents should reach the Kuala Lumpur address by April 30.

Guns, howitzers, mortars

19110 — BELGIUM — Obsolete military weapons (guns, mortars, howitzers—over 30mm. or over 1.18 inch.) for private collectors. L'Arquebuserie (owner: Michel Baikrich) (I, D), Mont Saint-Martin 18, 4000 Liege.

Small arms

19512 — BELGIUM — Obsolete military weapons (carbines, rifles, shotguns—30mm. or under; 1.18 inch. or under); for private collectors. L'Arquebuserie (owner: Michel Baikrich) (I, D), Mont Saint-Martin 18, 4000 Liege.

19512 — BELGIUM — Obsolete military weapons (carbines, rifles, shotguns for private collectors) U.S. Army surplus such as revolvers, pistols, guns, machine-guns. Armaf-Manufacture d'Armes A Feu (M, I, D, R), Rue du Pont, 4180 Hamoir S/Ourthe.

Small arms ammunition

19610 — GERMANY — Any kind of U.S.-made handguns, accessories (holsters, reloading equipment, etc.), hunting guns, accessories. C. W. Engels (I, D, R), 6 Frankfurt-am-Main, 39 Kaiserstrasse. WTDR 2/73.

Meat products

20119 — ISRAEL — Sheep/cattle skins, dry salted/wet salted, with half wool. Requirement: 50 bundles of various pelt sizes (not selected). Immediate delivery. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., P.O. Box 29868, Tel Aviv. Cable address: Chemin Tel Aviv.

20119 — JAPAN — Hides, cattle or sheep, for belts. Fujita Tsusho K.K. (I), 5-32, Kosenba, Kokura-Ku, Kitakyushu 802. WTDR in prep.

20130 — CANADA — Canned, cooked corned beef. Baird & Co., Ltd. Direct purchase & agency. (I, A, D), 119 Water St., St. Johns. WTDR 1/73.

20151 — ITALY — Hens, other chickens, frozen. Firm may be approached by telex 27223 — Weddel Genoa, Attn: Genovese: Weddel S.P.A. (I, A, D), Via Petrarca 2, 16121 Genoa. WTDR 1/73.

20153 — ITALY — Turkeys, frozen. Firm may be approached by telex 27223 —Weddel Genova, Attn: Genovese Weddel S.P.A. (I, A, D), Via Petrarca 2, 16121 Genoa. WTDR 1/73.

20155 — ITALY — Poultry other than chickens and turkeys (geese, pheasants, etc.), frozen, other small game, frozen. Firm may be approached by telex 27223 — Weddel Genova, Attn: Genovese. Weddel S.P.A. (I, A, D), Via Petrarca 2, 16121 Genoa. WTDR 1/73.

Dairy products

20222 — SINGAPORE — Cheese puff. Chew Nam Seng & Co. (I, D, R), 257-259 Orchard Rd., Singapore-9.

Canning, preserving foods

20310 — AUSTRALIA — Canned prawns, canned salmon of all types, canned sardines and canned kippersnacks and other canned marine products. Direct purchase or agency. Hodgson & Co. Pty. Ltd. N. MacDonald, Mgn. Dir. 268-270 Sussex St., Sydney, N.S.W. Mail Address: Box 69, G.P.O., Sydney, N.S.W. 2001. Cable: Seakist Sydney.

20321 — GERMANY — Canned specialities. Hans Steinmann (I, D), 5 Koeln 41, Luxemburger Str. 465 A, Postfach 420109.

20324 — GERMANY — Canned specialties and nationality foods. Hans Steinmann (I, D), 5 Koeln 41, Luxemburger Str. 465 A, Postfach 420109.

20330 — GERMANY — Canned fruits, vegetables. Aspen GmbH, Contact: Herr Konradt (I, D), 43 Essen, Emmastr. 74.

20330 — GERMANY — Canned fruits, vegetables. Hans Steinmann (I, D), 5 Koeln 41, Luxemburger Str. 465 A, Postfach 420109.

20331 — ICELAND — Canned fruit cocktail, pears, pineapple, peaches. Vifill Trading Co. (I, A, D), Skolavordustigur 16, Reykjavik.

20331 — JAPAN — Canned pineapple, white and yellow peaches, in syrup; white peaches in 15-oz. can; yellow in 24-oz. cans. Fujita Tsusho K. K. (I), 5-32, Kosenba, Kokura-Ku, Kitakyushu, 802.

20332 — JAPAN — Green peas, dried, in cans or in bulk. Fujita Tsusho K. K. (I), 5-32, Kosenba, Kokura-Ku, Kitakyushu, 802. WTDR in prep.

20334 — GERMANY — Canned fruit juices. Hans Steinmann (I, D), 5 Koeln 41, Luxemburger Str. 465 A, Postfach 420109.

20335 — GERMANY — Canned vegetable juices. Hans Steinmann (I, D), 5 Koeln 41, Luxemburger Str. 465 A, Postfach 420109.

20338 — JAPAN — Cherries, maraschino, with pits and stems in 15-oz. cans, approximately 65 per can. Fujita Tsusho K. K. (I), 5-32, Kosenba, Kokura-Ku, Kitakyushu, 802. WTDR in prep.

20338 — NIGERIA — Jams, jellies in consumer containers for retail sale. Brian Munro Ltd. (I, D), 22B Creek Rd., Apapa, Lagos.

20340 — CANADA — Dried fruits. Direct purchase & agency. Baird & Co. Ltd. (I, A, D), 119 Water St., St. Johns. WTDR 1/73.

20341 — JAPAN — Dried apples, peaches, red raisins, and crystal dates with seed in cartons or in bulk. Fujita Tsusho K. K. (I), 5-32 Kosenba, Kokura-Ku, Kitakyushu, 802. WTDR in prep.

20341 — KUWAIT — Pre-packaged, pitted dates. Also interested in purchasing pits or stones removed from dates which will be crushed and used as feed for cattle, camels. Abdulaziz Al-Saleh (I, A, D, R, M), P.O. Box 579, Kuwait; Cable: Azizan, Attn: Mugbil Al-Saleh.

20361 — FRANCE — Troll frozen salmon (but not gillnet salmon), frozen lobsters, and scallops (from Maine). Jacquimport (I, A), 1, Rue De Strasbourg, 94 Rungis. WTDR 1/72.

20361 — FRANCE — Frozen salmon, scallops (frozen individually, large size, caliber 8-12), frozen crabmeat. Demarne Freres (I, A), 5 Allee des Claires, 94-Rungis.

20361 — JAPAN — Frozen shellfish (shrimps, lobsters and crabs), frozen fish roe (salmon, smelt and capelin), frozen abalones. Tobo Co., Ltd. (I, D), 40 Fujie-Cho 2-Chome, Nakamura-Ku, Nagoya.

Grain mill products

20424 — FRANCE — Fish meal (for

use of pet food). SCAPEX (M, R), 3-5 Passage De La Procession 75015 Paris.

Confectionery

20711 — CANADA — Chocolate bars, bagged or boxed; will buy in trailer load quantity. B. L. Marks Sales Co., Ltd.—Contact: Jack L. Tully, Sales Mgr. (I, D, Broker), 70 Doncaster Ave., Willowdale, Ontario.

20711 — ICELAND — Candy bars. Gloey H/F (I, D), P. No. Box 1027, Storagerdi 9, Reykjavik.

20713 — CANADA — Confectionery products, bagged or boxed, suitable for supermarket distribution; will buy in trailer load quantity. B. L. Marks Sales Co., Ltd.—Contact: Jack L. Tully, Sales Mgr. (I, D, Broker), 70 Doncaster Ave., Willowdale, Ontario.

20714 — SINGAPORE — Toffee. Chew Nam Seng & Co. (I, E, D, R), 257 & 259 Orchard Rd., Singapore 9.

20722 — SINGAPORE — Chocolate. Chew Nam Seng & Co. (I, E, D, R), 257 & 259 Orchard Rd., Singapore 9.

Food preparations

20921 — AUSTRALIA — 10,000 metric tons of soybean crude oil. Universal Associates Australia Pty. Ltd. (I), GPO Box 1037. Sydney, NSW Australia 2001. Firm requires goods from March through July 1973.

20922 — GREECE — Soybean flour, meal. Elviz S.A. — Hellenic Feedstuff Industries (M), Plati, Imathia. WTDR 1/73.

20932 — TURKEY — First pressing castor oil to be used in polyurethane manufacture and paint industry. Firm's present annual requirement of about 40-50 tons likely to increase to 100 tons in a few years. Direct purchase & agency. Semak Insaat Sanayi Ve Ticaret A.S. (M, I), Eyup Sultan Sokak 31, Kagithane, Istanbul. WTDR 10/72.

20942 — GREECE — Meat and fish meal for animal feeding. Elviz S.A. — Hellenic Feedstuff Industries (M), Plati, Imathia. WTDR 2/73. Requests specifications, quotations, delivery times.

Broad woven fabric mills, cotton

22110 — FRANCE — Decorator fabrics for draperies, bed spreads, etc., (cotton and sateens). Direct purchase & agency. La Maison Du Rideau (D), 15, Rue Bichat, 01000 Bourg-En-Bresse.

22114 — NEW ZEALAND — Flannelette, cotton or blend, for sheeting. Plain, colored, bleached, and printed requirements in 63" and 80" widths total approx 100,000 yards per year. Flannelette, cotton or blend, for garments; up to 100,000 yards per yr., 36" width, printed, split between two or more suppliers. Previous purchases have been 40 x42 construction, yarn count 24'S13'S, but alternatives will be considered. McKenzies N.Z. Ltd., Attn: Mr. Harrison (I, R, M), P.O. Box 692 Wellington. WTDR 1172.

Broad woven fabric mills, manmade fiber, silk

22210 — FRANCE — Decorator fabrics for draperies, bed spreads, etc., (manmade fiber, silk, shantung). Direct purchase agency. La Maison Du Rideau (D), 15 Rue Bichat, 01000 Bourg-En-Bresse.

Yarn, thread mills, products

22811 — NIGERIA — Polyester blended yarn, 65 percent polyester 35 percent cotton, yarn size: single 20s, 24s, 40s, 45s, and 65s; ply 45/2 and 65/2; and polyester 65 percent viscose 35 percent, yarn size: 18s and 30s, ply 30/2. Firm requires about 100,000 lbs. per month of both types of yarn. Price quotations desired, c.i.f. Lagos. Mrs. R. S. Mani, Dir., Western Textile Mills Ltd. (I, D, M), Plot A1, Block IX, Ilupeju Industrial Estate, P.O. Box 2800, Lagos.

22823 — HONDURAS — Polyester filament yarn, dyed, 150 denier; in position to purchase 50,000 kilos every three months. Price quotation requested. Fabrica de Camisas "Rafael", Attn: Jose Samur (M), 4A. Avenida 2A. Calle, Frente Escuela Normal de Senoritas, Comayaguela, D.C. Firm wishes to begin production as soon as possible.

22842 — BOLIVIA — Thread, finished, for industrial or manufacturer's use. Fabrica De Tejidos Borados "Sagradocorazon, Sancor" Ltda. (I, M, R), Casilla 3689, La Paz. WTDR in prep.

Textile goods

22910 — AUSTRALIA — Lightweight pressed wollen felt — 70" - 72", 180cm. width; 12 oz. per lineal yd., 203 gram per sq. meter containing: (I) 70% wool, 30% rayon; (II) 50% wool, 50% rayon; (III) 35% wool, 65% rayon; required for general engineering and industrial applications. Sydney Felt Pty. Ltd (I), 16 Lincoln St., Eastwood, NSW 2122. Requests full details concerning prices, terms of payment required, estimated delivery times ex-store and manufacturing time, samples, literature.

22953 — GERMANY — Mylar coated PVC sheetings — artificial leather. Wendroth Co. K.G. (I), 2 Hamburg 1, Canziger Strasse 15.

Men's, youths', boys' furnishings, work clothing

23230 — JAPAN — Neckties including printed woven, knit, polyester. Nakanishi Shoji Co. Ltd. (I, A, D), 15-6, Higashi Ueno 1-Chome, Daito-Ku, Tokyo.

23271 — ICELAND — Jeans, dungarees, corduroy pants. Lon S/F (I, D), Laekjargata 4, Reykjavik.

23271 — SPAIN — Men's trousers (50,000 pairs), 100 percent polyester double knit, no back pockets, belt loops, semi-western style front pockets, straight legs, no flares, solid colors, unfinished cuffs. William B. Shepherd (A, D), Basilica 17, 5th C, Madrid 20.

23282 — FRANCE — Overalls made of blue denim, corduroy, etc. (for sportswear not for factory use). The South Sea Bubble France (D), 29, Rue Mimerel, 59100 Roubaix (Nord).

Women's, misses', children's, infants' under garments

23410 — ICELAND — Women's, children's and infants' nightwear, underwear. Engey Ltd., Helgi Sigurdsson (I, D), P.O. Box 5070, Safamyri 19, Reykjavik.

23410 — SPAIN — Women's and children's underwear in semi-finished form for finishing at firm's plant and subsequent re-export to U.S. Eme Hispano Alemana, Attn: Emanuel Merzl (I, M, Exporter), Cerda 42, Alicante.

Miscellaneous apparel, accessories

23810 — JAPAN — Fabric dress and work gloves. Sanwa Trading Co., Ltd. (D), 33 Katori-Cho 1-Chome, Nakamura-Ku, Nagoya. WTDR 2/73.

Fabricated textile products

23910 — FRANCE — Curtains and draperies (all kinds). Direct purchase agency. La Maison Du Rideau (D), 15, Rue Bichat, 01000 Bourg-En-Bresse.

23962 — FRANCE — Furniture trimmings. La Maison Du Rideau (Exporter, D), 15, Rue Bichat, 01000 Bourg-En-Bresse.

23990 — JAPAN — Parachutes, nylon, new or used, 80 ft. or larger. Sankyo Trading Co., Ltd. (I, D), c/o Fukuoka Bldg. 11-1 Tenjin 1-Chome, Chuo-Ku, Fukuoka. WTDR in prep.

Sawmills, planing mills

24210 — GERMANY — Wood for veneer production, hard and softwood. Siegfried Brammer (I, A), 21 Hamburg 90.

24211 — ITALY — Rough lumber of U.S. produce douglas pitch pine etc. T.B.S.C.Di Trabalzini Bruschi E C. Direct purchase & agency. (I, D, R), Localita' Bisciano 53040 Bettolle (Siena). WTDR 8/72.

24211 — ITALY — Douglas hemlock pitch pine, evaporated, nonevaporated walnut boards, other wood boards. Co. L. A. S. (I, D), Strada Renaccio 12/A P.O. Box 198 53100 Siena. WTDR 7/72.

24212 — ICELAND — Dressed lumber from suppliers in New England area. Samband of Iceland, Import Dept., Attn: Hjalti Palsson (I, A, D, R), Sambandshus V/Solvholsgotu, Reykjavik. WTDR 8/72.

24262 — JAPAN — Persimmon wood head for golf clubs, persimmon wood blocks for golf clubs. America Japan Trading Co., Inc. Contact: Mr. Kanamori (I), Jujiya Bldg. No. 5-4, 3-Chome, Ginza, Chuo-Ku, Tokyo (104). Cable Address: Beinit Tokyo.

Millwork, veneer, plywood, prefabricated structural wood items

24322 — ICELAND — Softwood plywood. Samband of Iceland, Import Dept., Attn.: Hjalti Palsson (I, A, D, R), Sambandshus, V/Solvholsgotu, Reykjavik. WTDR 8/72. Interested in purchasing from suppliers in New England area.

Wood products

24911 — AUSTRIA — Sawn lumber of breadnut tree wood (brosium alicastrum sw.) dimensions: boards of 1, 1.25, 1.5 and 2 in. thickness, at least 10 ft. long; annual requirement more than 1,000 cubic meters; c.o.d. terms; price quotations c.i.f. Hamburg, Bremen, or Trieste requested. U. Fluck, Holzimport (I, D), Bahnofstrasse 12, 9800 Spittal/Drau, P.O.B. 17.

24991 — ISRAEL — All sizes of picture frames and moldings for picture frames. Shamir Leibovitch (I, D), 22 Eilat St., P.O. Box 16486, Tel Aviv.

24993 — ICELAND — Particleboard from suppliers in New England area. Samband of Iceland, Import Department, Attn: Mr. Hjalti Palsson Sambandshus V/Solvholsgotu, Reykjovik. WTDR 8/72.

Household furniture

25126 — FRANCE — Chair frames for

upholstered furniture. Ste. Remouss (M, D), 35 - Le Rheu. WTDR in prep.

Furniture, fixtures

25990 — SINGAPORE — Hospital furniture, equipment. Kingsan (Pte) Ltd. (I, A, R), Room 501-505 Nehson's Bldg., Peck Seah St., G.P.O. Box 2327, Singapore 2. WTDR 1/73.

Pulp mills, products

26112 — SOUTH AFRICA — Eleven thousand metric tons of fully bleached sulphate pulp consisting of long or short fiber, hard or soft wood, three thousand metric tons of natural and semi-bleached sulphate pulp; four thousand metric tons of natural craft liner; two thousand metric tons of fluting. Hammaren Trading Co. (Pty.) Ltd., Gerald Maser (I, A, D), P.O. Box 2652, Johannesburg. WTDR in prep.

Paper mills

26210 — NIGERIA — Bond paper in sheets, standard trade sizes. Requests prices. Firgos Ltd. (I, D, M), P.O. Box 607, Amsterdam, Netherlands.

Paperboard mills, products

26311 — ITALY — Kraftliner board in rolls. Direct purchase & agency. Ondulati Giusti Di Giampiero Giusti E.C.S.N.C. (M), 55011 Altopascio (Lucca). WTDR 8/72.

Converted paper, paperboard items

26411 — TURKEY — Glazed paper suitable for postcards. Weight: 240 gms. per sq m. size: 70 x 100 CMS. Molay Matbaacilik Ve Ticaret (R, Printer), Fevzipasa Bulvari 104, Izmir. WTDR 12/72. Firm wants samples, prices.

26414 — ISRAEL — Masking tapes, high temperature / solvent resistant / pressure sensitive for painting of cars. Cyncynatus - Paints (I, D), 38 Derech Petah - Tiqva, Tel Aviv. Inquirer willing make direct purchase provided exporter can give exclusive representation later.

26416 — BOLIVIA — Vinyl wallcovering for interiors. Sickinger & Cia. (I, D, R), Casilla 611, La Paz. Cable address "Sickinger". WTDR 4/72.

26440 — JAPAN — Wallpaper. Itohtaka International Corp. (I), Nagahori-Chuo Bldg., 72 Nakanocho Unagidani, Minami-Ku, Osaka.

26491 — JAPAN — Stationery writing paper, envelopes, note-books, address books. Nakanishi Shoji Co., Ltd. (I, A, D), 15-6, Higashi Ueno 1-Chome, Daito-Ku, Tokyo.

26495 — BELGIUM — Paper for plaster board and lath board of the types manila ivory 63 and newslined grey 63. N.V. Gyproc Benelux (M, D), Merksemsebaan 270, 2110 Wijnegem.

General commercial printing

27515 — SWITZERLAND — Quality posters of all kinds for decorative purposes. Direct purchase agency. Jordi Co. Belpbergstr. 15, 3123 Belp.

Industrial chemicals

28182 — GERMANY — Ethyl acetate, acyclic in lots of 500 - 1,000 tons each. C.i.f. Rotterdam. Requests literature, prices. David R. Moran, Econ/com Officer, American Consulate General, Dusseldorf, APO New York 09078.

28182 — GERMANY — Methanol acetate, acyclic in lots of 200 tons each; perchloroethylene in lots of 500 tons each; c.i.f. Rotterdam. David R. Moran, Econ/Com Officer, Dusseldorf, American Consulate General, APO New York 09078.

28182 — GERMANY — Antiskinning chemical for use in paint, varnish industry (methyl-ethyl-ketonoxime) in lots of 15 metric tons each, c.i.f. Rotterdam. Hanf & Nelles, contact: Bernward Schroeteler (A, D), 4 Dusseldorf, Paul Thomas Strasse 49.

28183 — GERMANY — Methanol (methyl alcohol) in lots of 500 — 1,000 tons each. Aceton in lots of 500 — 1,000 tons each. C.i.f. Rotterdam. Requests literature, prices. David R. Moran, Econ/-Com Officer, American Consulate General, Dusseldorf APO New York 09078.

28183 — TAIWAN — Methyl. Golden Harvest Enterprises Corp. (I, M, D), P.O. Box 22012, Taipei.

28185 — ITALY — Urea for agricultural use. Quote c.i.f. Italian port and state minimum quantity which must be ordered. No brokers or other intermediaries. Imo Galanti & C. (I, D, R), Via Lago Ascianghi 4, 04100 Latina. WTDR 6/72.

28190 — CAMEROON — Calcium hypochlorite with following characteristics: 70 and active material, 210/220 degrees chlorometric. Product to be shipped in polyethelene bags within steel-drums of 50 kilos, drums are to coated or enamelled within. Formula is $CAN(CLO_2)$. Societe Co.nmerciale Andre-Testas. (I, A, D), Cable: S.C.A.T., Testas-Douala. B.P. 1550 Douala.

28190 — ISRAEL — Calcium formiate, technical grade only, for the tanning industry. Immediate requirement: 10 tons. f.o.b. U.S. port, possibly by cable to Chemin Telaviv. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., P.O. Box 29868, Tel Aviv. If satisfactory, will be followed by regular annual order of 50-60 tons.

28192 — ISRAEL — Tri-sodium polyphosphate for production of detergents. Requirement: 800 tons per yr., in shipments of 50 tons each. Quotations: f.o.b. U.S. port, possibly by cable to Chemin Telaviv. K. J. Deutsch Ltd. (M, I, A), 24 Mahlat Benjamin St., P.O. Box 29868, Tel Aviv. First shipment to be direct purchase, later to be followed by additional orders if supplier willing to grant exclusive representatoin for Israel.

Synthetic materials

28210 — UNITED KINGDOM — PVC powder blend or granulated material for blow moulding bottles and jars, including first and second grade with slight and also no color variation; impact and non-impact modified octyl/tin stabilizer; non-toxic food grade and others. Tufcon (Plastic containers) Ltd., Attn: F. I. Merifield, Mng. Dir., (M, I, exporter), Eastfield, Scarborough, Yorkshire. Initial quantities required in lots of up to 500 and 1,000 tons per yr.

28214 — TAIWAN — Casein resins, methacrylate. Golden System Enterprises Corp. (I, M, D), P.O. Box 22012. Taipei.

28220 — GERMANY — Composite material consisting of silicone rubber and aluminum plate for printing industry. Metaplast K.G. Helmuth Schmoock (I, M), 2058 Lauenburg/Elbe.

Drugs

28315 — KOREA — Biological preparations for veterinary use: Marek's disease vaccine from cell-free or cell-associated turkey herpes virus produced in tissue cultures of duck embro fibroblasts, not chicken embro fibroblasts. Korea Vaccine Co., Ltd. (I, D, M), C.P.O. Box 5041, Seoul. Mr. Chun Yong-hun, Mgr., Trading Dept. Firm wishes import 300,-000 doses per mo. U.S. manufacturers, suppliers contact: Korean firm directly.

28330 — PAKISTAN — Nalorphine Hydrobromide. Shifa Medico (I, M, D), Aziz Mansion, McLeod Link Rd., Lahore. (Cable: Splendours, Lahore). Present requirement approximately 200 grams nalorphine hydrobromide in powder form for preparation of injections.

28332 — GERMANY — Black cohosh root; witch hazel leaves and bark: passion flower herbs; black sampson root: cascara bark in lots of 5-10 tons each. Interdrogas, Internationale Drogengesellschaft MBH, Contact: Guenther Schiffmann (D, I), 5 Koeln 41, (Braunfeld), Eupener Str. 159.

28349 — GREECE — Vitamins and minerals, veterinary pharmaceutical. Elviz S. A. Hellenic Feedstuff Industries (M), Plati, Imathia. WTDR 2/73. Requests descriptive literature, quotations.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28424 — ISRAEL — Polishes/waxes, compounds including body polishes, cleaners for cars. Cyncynatus-Paints (I, D, A), 38 Derech Petah-Tiqva, Tel Aviv. WTDR 2/72.

Chemical products

28990 — UNITED KINGDOM — Stearic acid to following specification delivered in 20 ton containers to South Wales: melting point—56.5/59.5 degrees C.; iodine value—2 max.; acid value—yellow: 5.0 max.; (5 and a quarter inch cell—red: 1.0 max.; saturated acids percent C14 : 2; C16 : 31; C18 : 65; C20 : —; unsaturated acids percent C18 : 2. Bush Beach & Segner Bayley Ltd. (A. W. Morgan, Product Mgr. (I, D), 175 Tottenham Court Rd., London W1P OBJ. Envisages present annual purchase of 500 tons of this material to double within year.

Petroleum refining

29110 — GERMANY — Finished petroleum products: Monomer styrene 1,000 tons f.o.b. Gulf Port. Kloeckner, Co., Abteilung Chemie, Contact: Herr Herbert Ticho, Group Mgr. (I, D), 4100 Duisburg, Memelstr. 25 - 33.

29110 — INDIA — Raw petroleum coke. Annual requirement 70,000 tons for new calcination plant scheduled to begin production early 1974. (Letter of intent issued by Indian Govt.) Willing to negotiate long term contract. Quotations f.o.b. U.S. ports. Specifications: total moisture percent weight 0.52; volatile matter percent weight 8.35; ash percent weight 0.22; fixed carbon (by difference) 90.91; total sulphur size 0-8mm. 0.62; 8-25mm. 0.64; 25mm. and above 0.66; gross calorie value BTU/1B 15.714. Sanganeria Commercial, Attn: P. L. Sanganeria (M), 2 Ganesh Chandra Ave., Calcutta 700013.

Tires, tubes

30111 — GERMANY — Passenger car and motorcycle tires. Leo Chavier, KFZ Reparatur—Import Grosshandel (I, D), 405 Moenchengladbach, Eickener Str. 226.

30112 — GERMANY — Truck and bus tires. Leo Chavier, KFZ Reparatur-Import Grosshandel (I, D), 405 Moenchengladbach, Eickener Str. 226.

30114 — GERMANY — All inner tubes. Leo Chavier, KFZ Reparatur-Import Grosshandel (I, D), 405 Moenchengladbach, Eickener Str. 226.

30114 — GREECE — Tires and inner tubes, pneumatic, passenger car, truck and bus. Direct purchase agency. Request catalogs & prices. Varitimi G. Brothers Co. (I, A, D), 374 Monastiriou St., Thessaloniki.

Plastic products

30797 — CANADA — Plastic home and industrial appliances such as garbage pails, waste paper baskets, etc. Direct purchase & agency. Baird & Co. Ltd. (I, A, D), 1119 Water St., St. Johns. WTDR 1/73.

Leather gloves, mittens

31510 — JAPAN — Leather dress and work gloves. Sanwa Trading Co., Ltd. (D), 33 Katori-Cho 1-Chome, Nakamura-Ku, Nagoya. WTDR 2/73.

Flat glass

32111 — ISRAEL — Sheet (window-) glass, transparent white/colored, for the furniture industry. Thickness: from ⅜ inches to ⅞ inches, all sizes. B. Z. Kornbilt—"Boolach" (I, D), 36 Emek Israel St., Tel Aviv.

32111 — ISRAEL — Satinated glass for picture framing. Sizes 50 x 110cm.; 52 x 115cm.; 76 x 100cm.; 78 x 100cm. Shamir Leibovitch (I, D), 22 Eilat St., P.O. Box 16486, Tel Aviv.

Glass, glassware

32293 — JAPAN — Textile type glass fiber to be used for reinforcement of grinding wheels. Nagoya Elastic Grinding Wheel Mfg. Co., Ltd. Attn: Taiji Kanzawa, Foreign Trade Mgr. (M), Shimonagawa Oka-Cho, Okazaki City, Aichi Prefecture.

Glass products

32315 — ISRAEL — Mirrors of sheet-glass, edges as cut, polished, undercoated, unframed; sizes: from 1.5 meters to 2.5 meters. B. Z. Kornblit - "Boolach" (I, D), 36 Emek Izrael St., Tel Aviv.

32316 — FRANCE — Aquariums. Scapex (M, R), 3-5, Passage De La Procession, 75015 Paris.

Cement

32410 — GERMANY — Portland cement, BSS 58. Matzen & Timm (I, D), 2 Hamburg 54, Grosse Bahn Str. 11-25. Quantity desired is 18,000 metric tons, f.o.b. U.S. port.

Abrasive, asbestos, nonmetallic mineral products

32911 — JAPAN — Abrasive grains for grinding wheels. Nagoya Elastic Grinding Wheel Mfg. Co., Ltd. Attn: Taiji Kanzawa, Foreign Trade Mgr. (M), Shimonagawa Oka-Cho, Okazaki City, Aichi Prefecture.

32962 — FRANCE — Insulation products made of rock. Ets. Andre Boet & Cie (D), 79, Rue Colbert, 59650 Villeneuved'ascq.

Steel mill products

●33100 — ALGERIA — 35,000 steel railroad ties. Tender No. 31/1VAP/2-VP 30 2B/2.B3. Bid deadline April 24. Copies of tender documents and blueprints available from the Iron and Steel Program-458, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2613), upon request.

●33100 — IRAN — 250 tons of iron scrap 25 x 2-½mm. Iranian State Railways, Tehran. Tender No. 2816/51. Bid deadline May 21. Copies of specifications, terms and conditions available from the Iron and Steel Program-458, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2613).

●33100 — URUGUAY — 50,000 tons of pig iron to be financed by an Inter-American Development Bank loan. Tender No. 68 B.I.D. from the Administracion Nacional de Puertos Rbla. Franklin D. Roosevelt 160, Piso 3, Uruguay. Bid deadline is April 24. Specifications available from the Iron and Steel Program-458, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-2613).

33120 — AUSTRALIA — Cold rolled stainless steel, standard AISI types 304, 316, and 321 in standard gauge finish and sheet sizes. Interested in 1,000 long tons per yr. Samuel Osborn Australia Pty Ltd., Attn: J. F. Normyle, Commercial Dir. (D, M), P.O. Box 112, Ermington, NSW. 2115.

33120 — BURUNDI — Galvanized plain steel sheets USG 30 and USG 37 thickness, dimensions: 6 ft. by 2.5 ft., 8 ft. by 2.5 ft. and 10 ft. by 2.5 ft. Correspondence in French. Siruco, Dir. Hector de Troyer (I, D, R), B.P. 619, Bujumbura. Goods should be securely banded against pilferage. Prices f.o.b. port of exit and if possible c&f Dar es Salaam.

33120 — CAMEROON — Hot-rolled sheets of various dimensions and thicknesses in metric sizes. Complete specifications available from Trade Opportunities Staff, BIC-267, Rm. 1322, U.S. Dept. of Commerce, Washington, D.C. 20230. Societe Commerciale Andre-Testas (S.C.A.T.), (I, A, D), B.P. 1550, Douala.

33120 — ISRAEL — Black steel plates from 3 - 120 mm. thickness, second-choice; decape sheets from 0.32 -3mm. thickness; galvanized steel pipes, all sizes/kinds; seamless steel pipes; iron profiles (st-37); angles, T's, I's, flats, channels. A. Halpern (I, D), 73 Selame St., Tel Aviv.

33122 — PHILIPPINES — Mild steel billets, prime or second choice; mild steel plates, plate and/or second choice. Pacific Metals Manufacturing Corp. (M), 242-46 F. Roxas St., Grace Park, Caloocan City. Company consumes about 2,000 tons of mild steel billets and mild steel plates, a month; would prefer West Coast supplier.

33122 — PHILIPPINES —Zinc ingots prime western grade, purity, ZN 98.5 percent minimum. Puyat Steel (M), 7th Fl., The Manila Banking Corp. Bldg. Ayala Avenue, Makati, Rizal.

33123 — GERMANY — Hot rolled wide strip steel, 10-15,000 tons quarterly. Quote price c.i.f. Antwerp or Rotterdam for shipments in May/June as well as for later delivery. Habra, Stahlhandelsgesellschaft MBH: Contact: Juergen Haupt, Mgr. (I, A, D), 433 Muelheim/Ruhr, Bergmannstrasse 29. Prefer to buy from large U.S. exporting company rather than from steel mills directly.

33123 — GERMANY — Hot-rolled sheet, in new rolls (U.S. Standard: SAE-C-1010, 400 tons each of following dimensions: 1000mm x 3mm; 1000mm x 6mm; 1250mm x 3mm; 1250mm x 6mm; 1500mm x 3mm; 1500mm x 6mm; 1000mm x 4mm; 1000mm x 8mm; 1250mm x 4mm; 1250mm x 8mm; 1500mm x 4mm; 1500mm x 8mm; 1000mm x 5mm; 1000mm x 10mm; 1250mm x 5mm; 1250mm x 10mm; 1500mm x 5mm; 1500mm x 10mm. Quote prices c.i.f. Antwerp, Belgium. Industriebedarfs-Handelsgesellschaft MBH & Co. Kg. (I, A, D), 4713 Bockum-Hoevel, Roemerstr 22.

33123 — INDONESIA — Monthly required 500 MT of tinmill black plate USG 38-37-36 and 500 tons USG 35-25. C. V. Amien (I, M), Jalan Coklat 30, Surabaya. WTDR in prep.

33123 — PHILIPPINES — Hot rolled steel sheets in coils, SAE 1008, unpickled, unoiled. 2mm x 36½" x coils. Puyat Steel (M), 7th Fl., The Manila Banking Corp. Bldg. Ayala Ave., Makati, Rizal.

33124 — TAIWAN — Steel plates: 2,500 M/T of ASTM A6-68A, sizes from ⅛ inch. x 4 ft. x 8 ft. to 4.2 inch. x 5 ft. x 8 ft., 2,500 M/T of ASTM A242-68, sizes from ⅛ inch x 4 ft. x 8 ft. to 4.2 inch x 5 ft. x 8 ft. Tang Eng Iron Works Co., Ltd. (I, M), 154 Par Teh Rd., Sec., 4, Taipei 105.

33126 — TAIWAN — 100 tons of steel welding tube per month (carbon: 0.06%, elongation: over 47%). Youth Incor. (I, M), 3rd Fl., 372 Lin Sen N. Rd., Taipei.

33127 — INDONESIA — 1,000 to 2,000 tons monthly of soft tempered coldrolled steel sheets, thickness .14 to .17 millimeters. Require quotation in coils, quality blackplate for galvanizing. C. V. Amien (I, M), Jalan Coklat 30, Surabaya. WTDR in prep. Establishing a galvanizing plant which is now under construction. Delivery to take place every three months.

33127 — ISRAEL — Cold-rolled steel strips heat-treated, SAE aircraft quality, relieved to Rockwell 25 rc. or equal. Immediate requirement 200 meters 3.2 millimeter thickness; 200 meters 2.0 millimeter thickness. Cable Address: "Iscar" Nahariya. Iscar Ltd. (M, I, Exporter), P.O. Box 34, Nahariya. WTDR 4/72. Order required as soon as possible.

33127 — ISRAEL — Spring steel for folding-shutters, in rolls of 50 kilos; thickness: 0.4 millimeter, width: 11 millimeter; packed in oilcloth and jute sacks; hardness specs will be indicated to supplier. Annual requirement: abt. 10 tons divided in three shipments. Wdovinsky Metalworks (M, I), 58 Eilat St., Tel Aviv.

33128 — ISRAEL — Cold-finished steel bars, round, centerless ground, random lengths, tolerance: G.8 (SAF 4340). Immediate requirement: 1,000 kilos ¼" 0; 2,000 kilos ⅜" 0; 2,000 kilos ½" 0. Cable Address: "Iscar" Nahariya. Iscar Ltd. (M, I, Exporter), P.O. Box 34, Nahariya. WTDR 4/72.

33155 — CANADA — Wire mesh, welded, galvanized, vinyl coated, one inch square openings, twelve meshes deep, 100 foot rolls. Expected to be a continuing order in carload lots. John Leckie Ltd. - Attn: James V. Clancey (I, D, R, M), 7037 Mumford Rd., Halifax. WTDR in prep.

33159 — ISRAEL — Spring steel wire, high quality bright trapezoidal section suitable for production of washers, to conform to spec din 127; wire to meet

spec 38 8 7; in coils weighing 90 kilos maximum each: oiled and wrapped in bitumen bonded hessian and crepe paper. Requirement: up to 100 tons annually. Nathanya Metal Works Ltd. (M), Industrial Center, Nathanya; Cable address Luf-Nathanya.

Rolling, drawing, extruding of nonferrous metals

●33500 — IRAN — The Iranian State Railways invite tenders on 100,000 kgs. 4mm. bimetal copperweld wire. Specifications available from Materials Division, Copper, Lead and Zinc Program-458, BCABP, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2438). Bid deadline May 15. Tender No. 2590, 2819/51.

33510 — UNITED KINGDOM — Copper tubing to British Standards 2871 for plumbing services; 15mm. O.D. x 0.7. wall section and 22mm. O.D. x 0.9. wall section. F. C. Harrison Ltd. F C. Harrison, Dir. (I, M, D), P.O. Box 1, Ilkley, Yorkshire.

33523 — NIGERIA — Aluminum sheeting for foods, in consumer containers for retail sale. Brian Munro Ltd. (I, D), 22B Creek Rd., Apapa, Lagos.

33560 — GERMANY — Tungsten and zirconium rods in lots of 5,000 kg. each. C.i.f. Rotterdam. Projector GmbH, Contact: Heinz Fiebrich (I, A, D), 41 Duisburg 1, Koenigstr. 68-70.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

28182—ISRAEL — Hexa-methylene tetramine. Immediate requirement: 20 tons in single shipment. Quotation: f.o.b. U.S. port possibly by cable to Chemin Telaviv. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., P.O. Box 29868, Tel Aviv.

28992—ETHIOPIA—Distilled tallow fatty acid for soap industry; approximately 1500 m.t.s annually to meet monthly requirements of 100-150 m.t.s. Est. annual sales potential in excess U.S.$500,000. Saponificio Fantozzi Lorenzo (M, I, D), P.O. Box 1250, Asmara. Cable: Fantozzi-Asmara.

33124 — TAIWAN — Steel plates. Hok Kee Trading Co., Ltd. (I, M), P.O. Box 316, Taipei. Interested suppliers urged to contact subject firm as soon as possible as buyer hopes to complete purchase on emergency basis.

33212 — ECUADOR — Galvanized pipes, ISO medium, 6 meters long. 10,000 pieces ½" inside diameter, 5,000 pieces ¾" I.D., 3,000 pieces 1" I.D. Weight 18½ lbs. to the ½" pipe. Telegraphic prices requested. Mercantil Importadora Sucesores A Ginatta C.A. Joyce Higgins De Ginatta, gen. mgr. (I, D, R), Cable Address: Ginatta Guayaquil. Mailing Address: P.O. Box 5124, Guayaquil. WTDR 2/73.

35421 — PORTUGAL — One sheet metal straightening machine. Metal processed in this machine for fabrication of auto bodies and full tanks. Fernando Begonha—Importacao & Exportacao, SARL (I, S, A), 400 Rua Formosa, Oporto, Cable Address "AHNOGEB".

35227 — FRANCE — Power lawn mowers, snow blowers; riding and non-riding types. Direct purchase & agency. Al-Ko-France, S.A., (Attn: R. Schmitzer) (I, D), 26, Rue de la Mesange, 67000 Strasbourg. Requests replies as soon as possible as Mr. Schmitzer intends to travel to U.S. next May to visit exporters of such equipment.

35319 — FRANCE — Machinery for automobile crushing plant of an annual capacity from 30,000 to 50,000 vehicles. Descriptive literature, specifications, correspondence preferably in French or German. Requests replies as soon as possible. Compagnie Europeenne de Broyage Metellique (Attn: Raymond Kern) (Scrap metal dealer, processor), 32, Allee de la Robertsau, 67000 Strasbourg.

35690 — HONDURAS — Complete equipment for car wash system for gas station. Angel Andres Matuty, Discoser, S. de R. L. (I, A, D), Apartado Postal 86, Tegucigalpa, D.C. Firm wishes to effect purchase as soon as possible.

36212 — ECUADOR — Generator or generators capable of producing 105 kilowatts, control panel, transformers, and related items, and installation of the equipment. Technical details, specifications can be obtained from Secretaria De La Empresa for $4.00 (100 sucres). Bid deadline: March 30, 1973. Spanish correspondence. Empresa Electrica Loja S.A. (Electric company), Casilla 150, Loja.

36231 — PORTUGAL — Automatic welding equipment to erect vertical stainless steel storage tanks. Equipment must conform to welding of material in horizontal and vertical positions. Plate material is stainless steel W.Nr. 1.4436 (AIFI 316). Arsopi Industrias Metalurgicas Arlindo S Pinho, Lda. (M), Apartado 10, Vale De Cambra. Cable address "ARSOP". WTDR in prep. Firm must complete purchase arrangements urgently.

36512 — UNITED KINGDOM — 21,000 P.A.L. 625 line color television receivers, to operate from 220 volt 50 cycles supply. Urgent demand. ASA (UK) Ltd. (I, D), The Station, Sea Mills Lane, Bristol BS9 1DX.

Cutlery, hand tools, general hardware

34232 — JAPAN — Can-openers, cutlery. Nakanishi Shoji Co. Ltd. (I, A, D), 15-6, Higashi Ueno 1-Chome, Aito-Ku, Tokyo.

34232 — JAPAN — Good quality cork screws. Shinko Shoji, Ltd. (I, A, D), Mejiro High Bldg., 4-25-18, Shimoochiai, Shinjuku-Ku, Tokyo (161), Attn: Mr. Suigita.

34290 — JAPAN — Marine hardware. Tominaga & Co., Ltd. (I), 50 Kinugasa-Cho, Kita-Ku, Osaka.

34291 — FRANCE — Accessories for boats, hardware (marine). Paris Geneve S.A.R.L. (M, I), 30, Rue Jacquart, 93500 Pantin.

Heating apparatus, plumbing fixtures

34320 — UNITED KINGDOM — Copper capillary fittings for copper tubing for plumbing services such as bends, tees, connectors to British Standard 864. F. C. Harrison Ltd., F. C. Harrison, Dir. (I, M, D), P.O. Box 1, Ilkley, Yorkshire.

34330 — FRANCE — Heating equipment, except electric: oil & gas furnaces & accessories for industrial & household use. Direct purchase & agency. Chavonin (D), 71, Route de Bonneville, 74100 Annemasse (Haute-Savoie).

34336 — ITALY — Hydrogen burners for submarines. Cos. Mo. S. Construzioni Motoscafi Sottomarini (M), Via Della Padula 81, 57100 Leghorn. WTDR 3/72.

34336 — MEXICO — Non-polluting incineration system to dispose of solvents. While solvents in question (such as chloroform, acetone, methylene chloride, butynol, etc.) are considered recoverable, firm has not yet devised system for their recovery and must dispose of approximately 150,000 liters monthly by incineration. Air pollution has become a problem, and firm wants to acquire incineration system which will reduce waste to cinder and ash with no pollutants being released into air. Correspondence may be sent to Mr. Joseph L. Martinez, Commercial Dir. Fermentaciones y Sintesis, S.A. (M, D, R), Apartado Postal 142, Monterrey, N.L. WTDR 7/72.

Fabricated structural metal products

34412 — SAUDI ARABIA — Eight steel structural bridges required for temporary installation. Structures should be capable of handling two lanes and re-erected at other sites. One 1000 meters, one 750 meters and six 500 meter bridges required. No other technical specification available, however bridges should be capable of handling two lanes vehicle traffic and will be utilized as overpasses. Torid Establishment (I, D, R), P.O. Box 43, King Faisal St., Riyadh. WTDR 4/72. Requests drawings, specifications, cost estimates.

34439 — CANADA — Welded steel tanks 200 gal to 40,000 gal; specialize in all types from basement fuel oil to field erected tanks. MFM Industries Ltd. (M), 105 Henri Dumant St. Moncton, New Brunswick. WTDR 2/73.

Screw machine products

34521 — GERMANY — Screws, nuts and bolts for commercial, military, electronic, computer and steel industry. Kurt Napierala (I, A), 239 Flensburg, Claedenstr. 10.

Metal stampings

34615 — FRANCE — Household utensils: stamped and pressed metal. Rena-Ware Distributeurs S.A. (I, A, D), 60, Rue Christian Lacouture, 69500 Bron.

Fabricated wire products

34819 — BELGIUM — Instrument (key) used to extract contents of flexible tube containers (e.g. tooth paste tubes).

Les Ateliers M. Moureau S.A. (M, I, D), Chaussee De Ninove 361, 1080 Brussels.

Fabricated metal products

34990 — TURKEY — Permanent magnets for manufacturing dry or wet magnetic separators. Enternasyonal Ticaret ve Muhendislik Burosu (engineering), Kumbaraci Yokusu 22/2, Karakoy, Istanbul. WTDR in prep. Desires catalogs, price quotations.

Engines, turbines

35194 — AUSTRALIA — Used V8 GM71 diesel engines and Mack turbo engines. Swan Machinery Sales (W.A.) Pty. Ltd. (D, R, Re-builder of machinery and trucks), R. Lawn, Dir., 510 Great Eastern Hwy., Redcliffe, W.A. 6104. Firm needs up to 200 units initially per year and is willing to send representative to U.S. for talks with potential suppliers.

35195 — AUSTRALIA — Outboard motors of various sizes. Direct purchase or agency. Norsco Pumps Pty. Ltd., T. Fjermestad, Mgn. Dir. (A, I, D), 157 - 167 Liverpool St., Sydney, N.S.W. 2000. Firm desires exclusive distributorship of a line of outboard motors which are not represented in Australia.

Farm machinery

35227 — GERMANY — Lawnmowers incl. hand power and gang cutting units. K. U. M. Hoffmann, Contact: Herr Dieterichs (I, D), 4005 Meerbusch, Krefelder Str. 29.

Construction, mining, materials handling machinery, equipment

35316 — BELGIUM — Concrete gunning equipment. Ets. Lagrou, Travaux Publics et Prives. (Public works contractor), Ave. Blonden 2-8, 4000-Liege.

35316 — ECUADOR — Concrete mixers, portable, and related equipment. Catalogs, prices requested. Mercantil Importadora Sucesores A. Ginatta C.A., Attn: Joyce Higgins de Ginatta, Gen. Mgr. (I, D, R), P.O. Box 5124, Guayaquil. WTDR 2/73.

35319 — INDIA — Pile driving equipment: (a) plant for driving cast-in-situ cement concrete piles, comprising (b) 8 sets of pile driver 40 to 55 meters high, each consisting of: (a) frame, (b) boiler, (c) winches, (d) pulleys and rails, (e) hammer (10-m. ton/7-m. ton), (II) 2 hydraulic jacks 500-m. ton and 200-m. ton, (III) (x) seamless casing pipe: two sizes, and (xx) pile caps — 4 for each size, (IV) 8 tremie tubes, and (v) spares for above; plant driving interlocking sheet piles — plant may be of frame type or crawler mounted crane type. Tarapore & Co., contact: J. S. Tarapore (engineer and contractor), Dhun Bldg., 175 Mount Road, Madras-2.

35320 — BRAZIL — Mining and mineral processing equipment for development of potash mines. Kalium Mineracao S.A., Av. Rio Branco, 147 - 11° and, Rio de Janeiro, ZC-39, 20000 Guanabara.

35334 — PORTUGAL — Water well drilling machinery. Catalogs, descriptive materials requested. Direct purchase & agency. Albuquerque E Freitas Limitada, Avenida Imfante D. Henrique 20-26, Viseu Apartado 9.

35362 — MEXICO — Snow-making machinery for ski resort; ski lift, rail or wire funicular system of approximately three miles. Jorge Jurado, C.P.A. (acting agent for Government of State of Mexico) Insurgentes Sur 682, Penthouse, 12, D.F. Plans are to include hotels, camp grounds, a zoological park, an aquarium, ski resort, including lifts for skiers, and three mile funicular system to reach the top. Concurrent with snow would be ski lift of undetermined length, plus overhead passenger conveyor for heavier "traffic" to planned lodge and hotel areas. Ski lift would be subject to possibilities of snow coverage. Funicular not necessarily related to skiing and could be considered separate project.

35362 — TURKEY — (a) 3 sets 2-rail bridge crane accessories (bridge construction excluded): lifting capacity and height: 15 metric tons, 10 meters, C to C rails: 20 meters, shall include crane, carriage, 2 wheels w/drive motors, 2 idle wheels w/bearings; (b) 6 monorail cranes lifting capacity and height: 5 tons, 8 meters; (c) mobile crane capacity 6 tons, boom 12 meters. Alarko Sanayi Ve Ticaret A.S. (engineering firm engaged in design and erection of industrial installations on turnkey basis and manufacturing, assembly of components thereof), Necativey Caddesi 84, Karakoy, Istanbul. All machines should include motors with 220/380 volt operating on 50 cycles. Unit as well as total f.o.b. prices should be quoted in proformas to be submitted. Catalogs, technical data should be included in proposals. Proforma prices should include cost of necessary components. Delivery periods, gross and net weights of items quoted should be shown. Designing of machinery on metric system preferred. Prices, credit terms will be major factors in evaluation.

35370 — TAIWAN — 160 Units of pallets, 10 units of lorries of 8 to 10 tons and spare parts, 8 units of tractors of 2 to 8 tons and spare parts. Frank & Co. (I), P.O. Box 55-112, Taipei.

Metalworking machinery

35415 — GERMANY — Turning machines with numerical path control Edelstahlwerk Buderus AG (M, D), Buderusstrasse, 6330 Wetzlar, Dept TR, Attn: H. Zaremba. Requests replies from firms specializing in these machines, having numerical path control, offering following features: A. center clearance of 2,000 mm and 5,000 mm; B. center height above lathe bed of approx. 400 mm and 500 mm; C. turning diameter over cross slide of approx. 450 mm and 700 mm; D. power of spindle of 45 kw and 65 kw; E. torque of spindle of 1,000 mkp and 1,600 mkp; F. speed range of spindle of 5 to 1,250 rpm, and 35 to 900 rpm; G. thrusts from 0 to 8,000 mm per minute and from 0 to 500 mm per minute; H. rapid turn motion of 10 m.p. min and 5 m.p. min; I. main cutting power of 2,500 kpm and 4,000 kmp per min; J. tool weight between centers of approx. 5,000 kp and 10,000 kp; K. main drive and thrust drive to be on direct current; L. numerical controls made by Siemens, of type Sinumeric 5210, or equal. Machines should be equipped with thread cutting devices, tool correction devices, zero point adjustments; realigning devices plus winders and returns; reversible actual value indicators (or actual value indicator, external, for X and Z lines). Operation of machines in longitudinal and transversal directions should also be possible without numerical control should include following: linings, boring bars, boring blocks, face plates, devices for colling agents; transportation and removal of chips. Designed to operate on connecting voltage of 380 volt three phase current. Machines are to be mounted on existing foundations in plant in Germany. Offers, stating c.i.f. prices and dates of earliest delivery should be airmailed directly to company.

35418 — AUSTRIA — One cross-cutting and one band-sawing machine for cutting of steel pipe bends with a wall thickness of 10 to 25 millimeters and diameters from 521 mm to 1,020 mm (din 2605/2606). Price quotations, earliest date of delivery requested. Josef Erne, Rohrbogenwerk (M), A-6824 Schlins, Vorarlberg.

35418 — INDIA — Engraving machines for engraving on CREA steel sheets with 14 gage and thinner; dimensions of engraving up to 100/100 mm.; electronic automatic mild steel profile cutting machine. Noble Trunk Factory (I, M, Exporter), 333/39 Abdul Rehman St. Bombay 400 033, Attn: Yusuf Gulam Hussain Kapasi. WTDR 1/73.

35419 — JAPAN — Used and rebuilt high power lathe with bed length of about 30 ft. for cutting crank shafts of 10,000-hp marine diesel engine. Five to six year old used one preferable. Catalogs with specifications, delivery term requested as soon as possible. Akasaka Iron Works Co., Ltd. K.D. Akasaka Tekkosho (M), Kasumigaseki Bldg., 2-5 Kasumigaseki 3-Chome Chiyoda-Ku, Tokyo 100.

35420 — TURKEY — (A) Hydraulic press brake: one set standard tools and dies (spare tools), max press power 150-160 tons, total bending length 3100 mm; (B) oil hydraulic special dishing press: oil hydraulic manipulators: for step by step cold forming of tank heads and spherical segments, distance between pillars 6000 mm, press power 400-600 tons; (C) plate bending roll, max width of plate admitted: 3100 mm, cold bending C.S. 45 kgs/sq mm max thickness of plate by its max width 30 mm.; (D) section bending rolls: application (for material up to 45 kgs/sq mm strength) to bend with standard universal rolls: square bars 110x110 mm minimum diameter 1200 mm. with electric equipment and necessary instrument; (E) two hydraulic single column deep drawing presses: press power 100 tons; one pullmax — ursviken type epd-100/400-350; (F) one column eccentric power press: capacity 100 tons; (G) universal sheathing and punching machine on plate shears be cut bw sheet steel 13 mm, on the section cropper can be cut: roujebars 38 mm, sykare bars 32 mm. angles (square cut) 100x100x12 mm, tees (square cut) 100x100x11 mm, on the punching head can be punched: holes of dia: 30 or 25 mm, in sheet: 13 or 16 mm, channels: 80 to 260 mm, on the nibbling arrangement can be cut: squares: 50 x 60 mm, in sheet: 12 mm; (H) tube bending machine: up to dia. 3" tubes for exchangers; (I) tank turning device: diameter of tanks: max 6000 mm, load: max 100 ton, speed ranges 6-120 cm/min; (J) tank turning device: diameter of tanks max 6000 mm, load: max 20 ton, speed ranges 6-120 cm/min., rollers should be coated with plastics or rubber; (K) tank turning device, diameter of tanks: max 6000 mm, load: max 5 ton, speed ranges 6-120

cm/min., riggers should be coated with plastics or rubber; (L) turning and tilting welding positioner table, permissible load; 30 tons by horizontally faceplate, 20 tons by vertically faceplate and 600-700 mm center of gravity of work piece. Alarko Sanayi ve Ticaret A.S. (engineering firm engaged in design and erection of industrial installations on turnkey basis and manufacturing, assembly of components thereof), Necatibey Caddesi 84, Karakoy, Istanbul. All machines should include motors with 220/380 volt operating on 50 cycles. Unit as well as total f.o.b. prices should be quoted in proformas to be submitted. Catalogs, technical data should be included in proposals. Proformas should include cost of necessary components. If cooling is imperative, air-cooling preferred. Delivery periods, gross and net weights of items quoted should be shown. Designing of machinery on metric system preferred. Prices, credit terms will be major factors in evaluation.

35422 — BRAZIL — One extrusion press of 2,200 tons and one extrusion press of 1,250 tons, complete with equipment and accessories such as heaters, billet transfer systems, die oven, run-out table and transfer equipment including puller equipment, saw cage table, aging oven, packing equipment, etc. for operation with homogenized aluminum alloy billets for production of extruded shapes for door and window frames, gates, other general industrial uses. Offer should include full specifications, f.o.b. U.S. port and c.i.f. Brazilian port prices, payment terms and delivery time. Companhia de Empreendimentos Gerais — CEG, Attn: Mr. Adolfo Costa (M), Rua Carijos 424 Room 301/7, Belo Horizonte, MG. WTDR in prep.

35423 — INDIA — Automatic pressure diecasting machine, locking force 2 to 100 tons with die spotting presses, diecasting dies; also installations for bushes, bolts, nibs, etc. Noble Truck Factory (M), 333/39 Abdul Rehman St., Bombay 400 003, Attn: Yusuf Gulam Hussain Kapasi. WTDR 1/73.

35453 — FRANCE — Machine tools, drills and taps: chucks. Compagnie Europeenne Des Metaux (I, A, D, M), 70 Rue De La Republique, 92 Putequx.

35481 — INDIA — Machinery to manufacture welded steel pipes, sizes ranging from one-half in. to twelve in. outside diameter, annual capacity 12,000 tons. Desires price c.i.f. Calcutta, Catalogs of equipment offered. Navbharat Trading Co. (I, D), 16 Biplabi Rashbehari Basu Rd., Calcutta 700001. WTDR in prep.

35481 — INDIA — Machinery and equipment for: steel melting shop; hot rolling mill; cold strip mill; cold rolling mill; tube mill; cold drawn mill. Annual capacity: melting and cogging—60,000 ingot tons; annealing and grinding—50,000 tons; finishing and rolling hot rolled strips—16,000 tons; bars—22,000 tons; cold rolled strips—8,000 tons; wires and bars—9,000 tons; and annealing—10,000 tons of alloy and special steels. General Alloy Steel Ltd. (M), 7-B Middleton St., Calcutta 700016, West Bengal. Cable Address: Genalloy Calcutta. Alloy steel plant to be set up in West Bengal will be under joint sector with equity capital provided by West Bengal Government, private entrepreneurs and public. Fagersta of Sweden will provide technical know-how. While bids requested by March 30, firm prepared to consider direct requests from U.S. firms who need extensions.

35485 — GREECE — Machinery for manufacture of large size staples for industrial packaging in corrugated board and plywood, from round and flat ferrous and non-ferrous wire sizes 0.0007 to 0.00218 meter of 70/90 kilograms per square cm to 95/115 strength; also wire and synthetic glue. Constantinos Avlidis & Co. (M), 69 Hermou St., Thessaloniki. Delivery by June.

Special industry machinery

35520 — NIGERIA — Textile machinery for production of children's clothing (for under age 12); children's socks, men's hosiery and underwear. G.O. Igbinedion, Mgn. Dir., and Mid-Motors Nigerian Co. Ltd. (I, D, M), Benin-Lagos Rd., P.M.B. 1140, Benin City.

35521 — ECUADOR — Textile mill equipment with 12,000 spindles, 300 looms; dyeing machinery for textiles, above machinery for use with cotton and synthetic fibers only. New equipment and machinery only. Catalogs, descriptive material, price lists requested. Prices should be c.i.f. Guayaquil, Ecuador. Cooperativa Textil "La Industrial" (M), Pedro Gual 360, Quito. WTDR in prep.

35521 — GREECE — Complete cotton spinning mill, 20,000 spindle capacity to produce 4,000 tons of cotton yarn annually. Union Of Agricultural Cooperatives (Enosis Georgikon Syneterismon). Attn: Victor Paralikas, Dir. (M), Serres.

35521 — HONDURAS — Textile finishing mill machinery for polyester fabrics, with four circling capacity. Price quotations requested. Fabrica de Camisas "Rafael", Attn: Jose Samur (M), 4A. Avenida, 2A. Calle Frente Escuela Normal de Senoritas, Comayaguela, D.C. Firm wishes to purchase machinery as soon as possible.

35522 — SPAIN — Automatic rag cleaning machines, with minimum daily cleaning capacity of 1000 sq. meters. Koala. (Rag cleaning Co.), Ulises 87, Madrid 33.

35531 — GREECE — Complete equipment and machinery for A) plant producing 30 cubic meters per day, dried and treated oak planks, and B) particle board (novopan) plant with annual capacity of 30,000 cubic meters. Total investment estimated at $1.8 million. Novopan O.E., Attn: Stephanos Sioutis (M), 109 Megalou Alexandrou St., Florina. Requests replies as soon as possible as construction is to start in March.

35531 — MEXICO — Machinery and equipment for manufacturing tennis rackets. Eduardo Vega Manufacturas Decora (M), Poseidon No. 10, Mexico 19, D.F.

35531 — TURKEY — Machinery to produce hardboard in following dimensions and quantities using wood chips and waste materials such as corn cobs, cotton and sunflower stems and hay: 183 x 366 cm or 185 x 280 cm, or 185 x 410 cm; 10,000 sq. m/day or 3 million sq.m/yr. Machinery to veneer hardboard with a melamin or alkyd resin with daily capacity of 20,000 sq. m. or 3 million sq.m/yr. Proformas, price quotations, catalogs requested as soon as possible. Firm also desires indication amount of power, raw and auxiliary materials for producing one ton of final product. Granit, Yuksek Muhendis Sedat Balkan (I, A), Istiklal Caddesi, Ay Han No. 354/45, Beyoglu, Istanbul.

35540 — GREECE — Complete pulp and paper mill machinery processing mainly wheat and rice straw available locally. Union of Agricultural Cooperatives (Enosis Georgikon Syneterismon). Attn: Victor Parlikas, Dir. (M), Serres.

35540 — NIGERIA — Paper industries machinery for production of toilet rolls, tissue napkins and folded tissues. G.O. Igbinedion, Mgn. Dir., Mid-Motors Nigerian Co. Ltd. (I, D, M), Benin-Lagos Rd., P.M.B. 1140, Benin City.

35540 — PORTUGAL — Sheeters for use in paper industry. Inapa-Industria Nacional De Papeis, SARL. (M), Mitrena, Setubal.

35551 — HONDURAS — Rotary printing press, preferably second hand, to publish books, magazines, newspapers, model Goss Community, SC, or equal, with max. speed of 16,500 copies per hr., sheetcutting 22¾". Also Goss Suburban folding machine, or equal, for large newspapers or tablets; 50 hp motor, with complete set of inking and moistening rubber lined rollers, including additional rollers for half unit. Requests as soon as possible quotations, credit terms. Editorial Nuevo Conyinente Publicitaria, Attn: Oscar Acosta (M), Avenida Cervantes No. 1230, Apartado Postal No. 681, Tegucigalpa, D.C.

35552 — GERMANY — Second-hand typesetting machinery "Linotype and Intertype" to be rebuilt and reconditioned. WTDR 2/73. Mr. David C. Lacey, Jr. Commercial Officer, C/o American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

35552 — JAPAN — Machine for printing advertisements on inflated small balloons. Maple Trading Co., Ltd. (I, A), c/o Maruzen Building, 3-12 Kumade 3-chrome, Yahata-ku, Kitakyushu. WTDR in prep.

35590 — ISRAEL — Complete plant for impregnating logs and timber of 6-meter length. Capacity: 12 - 20 cubic meter at onetime treatment: annual capacity: abt. 2,500 cubic meters. Intrex Ltd. Import-Export Co. (I, exporter/licensee), 14 Maze St., P.O. Box 21161, Tel Aviv; Cable: Intrex Telaviv.

35591 — TURKEY — Machinery to produce 60 tons/day or 20,000 tons/yr 99.8% methyl-alcohol (methanol). Specify type production method. Equipment to produce 30 tons/day or 10,000 tons/yr 37% formaldehyde; formaldehyde to be obtained from methanol by oxidation process; metal oxides will be used as catalysts. Firm expects to raise production eventually to 20,000 tons per yr. Machinery to produce following synthetic resins from formaldehyde in quantities indicated: (a) 65% urea-formaldehyde 30 tons/day or 7,000 tons/yr; (b) melamin, 30 tons/day or 1,800 tons/yr. Proformas, price quotations, catalogs requested as soon as possible. Firm desires information on power consumption, raw, auxiliary materials required for producing one ton of final product(s). Granit, Yuksek Muhendis Sedat Balkan (I, A), Istiklal Caddesi, Ay Han No. 354/45, Beyoglu, Istanbul.

35593 — VENEZUELA — Extrusion-calendering machines with all accessories for continuous manufacture of rigid PVC sheets of 40-60cm. width used in fabrication of plastic doors, coffins and built-in kitchens. Correspondence requested in Spanish. Requests literature & prices. Maquinoveq (D, I), Apartado 6994, and Quinta Marianelina, Calle 4, Urb La Paz, El Paradiso, Caracas. Attn: Joaquin E Da Costa.

35595 — ARGENTINA — Paint making machinery, equipment. S.A. Alba (M), Centenera 2750, Suc. 37, Buenos Aires. WTDR 4/72. Requests literature, prices.

35595 — FRANCE — Degreasing machines for stainless steel sheets 4 to 5' wide, 13' long. Sheets have previously been polished by Acme abrasive. Machines using sprayed oil, machines should work continously. P.U.M. (I, D, M), 1 and 3 Pl. De La Belgique, 51-Reims. WTDR 6/72.

35595 — ISRAEL — Complete range of equipment for establishing medium-sized prescription plant for surfacing CR-39 lenses. Kibbutz "USHA"—Lens Industry (M), P.O. Box KFAR Maccabi. "USHA's Gen. Mgr., Amitay Sar, plans to travel to U.S. in March, and again in May this year, to finalize purchases with potential suppliers.

35595 — SPAIN — (A) Gas fired opal glass melting furnaces or 'day tanks' capacity 2,000 kilos glass parts daily; (B) hollow glass cutting machines; (C) fire polishers and burn off machines. Catalogs, quotations requested. Cristaleria Barcelonesa, S.A. (M), Pedro IV, 319, Barcelona 5.

35595 — THAILAND — Machinery to produce lighter flints. Technical know-how required. Requests c.i.f. Bangkok prices, literature. J. Trading Ltd., Part. Attn: J. Jumnong (I, D, A), 3669/4 Rama IV Rd., Bangkok 11. WTDR in prep.

35595 — TURKEY — Construction of plastic zip fasteners plant to produce plastic zip fasteners and riders for garments. Capacity of plant is planned at one million meters zip length and three million riders (slides) annually. Plant to be located in Gaziantep, Turkey. Mehmet Ve Hayri Ozmen (M), Karagoz Caddesi, Buyuk Pasaj Kat:2 No: 153 Gaziantep. WTDR in prep.

General industrial machinery

35642 — ITALY — Air purifying apparatus for interiors of small submarines. Cos. Mo. S. Construzioni Motiscafi Sottomarini (M), Via Della Padula 81 57100 Leghorn. WTDR 3/72.

35690 — JAMAICA — Industrial oil filters: approximately 17" long by 7½" diameter, with two inch cores. Filters used in electric power utility. Volume—about 200 yearly. Brochures, price lists requested. Direct purchase & agency. Facey Commodity Ltd., Contact: Mr. Swatton (I, A, D), 61 Newport Blvd., Newport West, P.O. Box 103, Kingston. WTDR 4/72.

35690 — SWEDEN — Machinery for printing of flight boarding passes. Stansaab (I, M), Veddestavagen 13, S-175 62 Jarfalla. WTDR 2/72. Above machinery urgently needed.

35741 — ITALY — Portable, desktop electronic calculators, billing, invoicing machines. Contes SPA, Attn: Sig. Briscese (I, D), Via San Domenico 32A, 10122 Torino.

Office, computing, accounting machines

●35760 — SRI LANKA (CEYLON) — Supply of 29 platform weighing machines to weigh up to 250 kg., and two to weigh up to 500 kg.; six cloth measuring and folding machines to measure up to 100 cm. and to record length in meters, and one to measure up to 150 cm. and record length in meters. Tender No. 3/1-(3/23), bid deadline May 15. Tender documents available from Somapala Gunadhira, Director of Small Industries, Hemas Building, Bristol St., Colombo 1, Sri Lanka, or from the Science and Electronics Division, BCABP-466, U.S. Department of Commerce. Washington, D.C. 20230. ★(202-967-2939).

35791 — FRANCE — Addressing, dictating, duplicating and other office machines. Direct purchase & agency. SECAP (M, D), 21 Quai Alphonse Le Gallo, 92102 Boulogne Billancourt.

Service industry machines

35891—BELGIUM — Commercial warming and cooking equipment; oven, microwave (cooking equipment), commercial; ovens, cafeteria food warming equipment; food cutting, slicing, chopping, washing, steaming, cooking machinery, kettles, juice extractors, miscellaneous equipment for restaurants, bars, self-service food distribution. Eurodi & Co., European Distribution Co., Sprl (A, I, D), Surdents 1, 4801 Stembert, Province of Liege. Firm desires exclusive or new systems in order to be competitive with European products.

35891 — BELGIUM — Parts for commercial coffee urns to be used for assembly of complete units in Belgium. Cafeterie Chat Noir (M, D), 45-46 Ave. Georges Truffaut, 4000 Liege.

Electric transmission, distribution

36131 — SPAIN — Switchgear, low and medium voltage, for use in explosive atmosphere. Guerin, S.A. Attn: Rafael Homs (I, D), Via Augusta, 23 Barcelona-6.

36132 — SPAIN — Power circuit breakers for use in explosive atmosphere. Guerin, S.A. Attn: Rafael Homs (I, D), Via Augusta, 23, Barcelona-6.

36133 — SPAIN — Low voltage panel boards and distribution boards and other switching and interrupting devices for use in explosive atmospheres. Guerin, S.A. Attn: Rafael Homs (I, D), Via Augusta, 23 Barcelona-6.

36137 — SPAIN — Control circuit relays; low and medium voltage, for use in explosive atmosphere. Guerin, S.A., Attn: Rafael Homs (I, D), Via Augusta, 23 Barcelona-6.

Electrical industrial apparatus

●36200 — NEW ZEALAND — Supply, erection and commissioning of two gas turbo-generating sets each having maximum continuous rated output in range of 45 mw. approximate to 60 mw. approximate, 3 phase 50 HZ AC and preferable at 11 kv. but not less than 10 kv. or more than 15 kv., suitable for remote control. Bid deadline: June 12. Tender No. 595. Secretary, Tenders Committee, New Zealand Electricity Dept., P.O. Box 12144, Wellington North. Specifications available on a short-term loan basis to firms domiciled in the U.S. from the Transportation and Capital Equipment Division, BCABP-464, U.S. Dept. of Commerce, Washington, D.C. 20230. ★(202-967-5520).

36212—AUSTRIA—Electric motors for small boats (weighing between 500 & 700 lbs.), catalogs, export price lists requested. EM. Blasser's Nachfolger (I, D, R,), Taborstrasse 35, A-1020 Vienna.

36212 — UNITED KINGDOM — Four steam engine or turbine driven 560 kw electrical generating sets to operate with saturated steam at inlet pressure not more than 250 p.s.i.g. and back pressure not less than 35 p.s.i.g. Request replies as soon as possible for bidding on govt. tender. Alliance (Malaya) Engineering Ltd. (A, Engineering), 500 London Road, High Wycombe, Buckinghamshire. Estimated date for tender: about March 1 with submission deadline about April 1, 1973. Contact D. P. Cann.

36240 — TAIWAN — Carbon electrodes, hardness 80-90 degree, 1-6 inch. Round bar type. Golden Rock Carbon Electrodes Co., Ltd. (A, I, M), 25 Lane 256, Fong Chou Rd., Shen Kang Hsiang, Taichung Hsien 429.

Household appliances

36340 — FRANCE — Electric heating equipment; radiators, infra-red & electric furnaces for industrial & household use. Direct purchase & agency. Chavonin (D), 71, Route De Bonneville, 74100 Annemasse (Haute-Savoie).

36360 — ARGENTINA — Buttonhole and eyelet machines, accessories for lining buttons. Request literature & prices. Adornos Botonne (D), Sarmiento 2448, Piso 3, Local 8, Buenos Aires. Interested in direct purchase.

36393 — FRANCE — Garbage disposal units. S.T.A.U.B. (M, I), 25, Blvd. De Verdun, 92402 Courbevoie.

Electric lighting, wiring equipment

36410 — CANADA — Electrical signalling, electrical lighting, electrical fire alarms systems, electrical emergency lighting, electrical wire, electrical cable and electrical scoreboards. Robinson Carruthers Ltd. (A, I), 441 Rothesay Ave., Saint John N.B. WTDR 2/73.

Radio, television receiving sets

36510 — FRANCE — Hi-Fi Equipment. Gaffarel Musique (R, I), 3, Rue Guy Mocquet, 13001 Marseille.

36515 — FRANCE — Musical instruments accessories: amplifiers. Gaffarel Musique (R, I), 3, Rue Guy Mocquet, 13001 Marseille.

Communications equipment

●36610 — AUSTRALIA — Australian Post Office (APO) requires approximately $12 million worth of PABX equipment. Tender No. Schedule C 7329, bid deadline May 30. Tender documents available from Dep. Asst. Dir. Gen. (Supply), Postmaster General's Dept., 3rd Floor, 199 William St., Melbourne, Victoria 3000, Australia, or on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4822).

• 36610 — AUSTRALIA — Supply of PABX equipment. Tender No. 7329, bid deadline May 31. Invited by the Assistant Contracts Officer, Postmaster Gen-

eral's Dept., 199 William St., Melbourne, Victoria 3000, Australia. Forms and specifications are available from the Australian Consulate General, International Bldg., 636 5th Ave., New York, N.Y. 10020.

●36610 — ETHIOPIA — Supply of 200 coin box telephone apparatus and 200 extra coin boxes. Tender No. 5/73, bid deadline May 15. Tender specifications available, at $3.50 per set plus $3 airmail charges from the Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa. When received from Ethiopia, tenders will also be available from the Science and Electronics Division, BCABP-466, Room 1112 U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4822).

36612—ISRAEL — Telephone answering devices/recorders and data sets; other telephone apparatus, including components. Telelay Gitio Ltd. (I, D), 16 Hayarden St., P.O. Box 10049, Tel Aviv.

36620—AUSTRALIA — Small personal protection devices especially for women such as purse size gas protection cans, whistles, door alarms, window locks, emergency items. Direct purchase agency. Mazimex (I), 84 Newington Rd., Marrickville, NSW 2204. WTDR in prep.

●36620 — ETHIOPIA — Supply of nine complete lincompex radio telephone terminals, single channel with monitors, hybrids, ringers, and other necessary ancillaries and echo suppressors. Tender No. 2/73, bid deadline April 16. Tender specifications available at $3 per set plus $2.50 air mail charges from Imperial Board of Telecommunications of Ethiopia, P.O. Box 1047, Addis Ababa. When received from Addis Ababa tenders will also be available from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4822).

●36620 — GREECE — Supply of 70 car transceivers. Tender No. 66/73, bid deadline April 13. Tender documents available from Ministry of National Economy (Commerce) Fourth Directorate State Purchases, Canningos Square, Athens, and when received from Greece, tenders will also be available from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4822).

36622—SWITZERLAND—Closed circuit television system for surveillance of banks, with high video recording capacity (10 hours and over). Peter Gilsi, Teleprompt (I, A), P.O. Box, 4125 Riehen.

36623 — BELGIUM — Alarm systems against burglary, consisting of label or film attached to object to be protected (including documents). Whenever label or film is moved, radiation causes detector to ring alarm bell. Direct purchase & agency. Electron P.V.B.A. De Clercq (I, D), Wijzemansstraat 1 (Vrijdagmarkt) 9000 Ghent.

36623 — SPAIN — Intercommunication equipment for commercial, industrial and home use. Electrofil Barcelona, S.A. Attn: Jose Luis Vidal P. (I, A, D), Muntaner, 31, Barcelona-11.

Electronic components, accessories

●36710 — GREECE — Supply of mechanical, electrical and electronic components, accessories and parts. Tender No. 2375, bid deadline April 19. Tender documents available at Hellenic Navy Supply Center, Paparrigopoulou St., Athens, or on a five-day loan basis from the Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4822).

36794—JAMAICA—Electric coil winding machine for making transformers; 400-800 coils per day. Specifications: 110/220-50 cycles; automatic insertion of paper. Brochures, quotations c.i.f. Kingston. Worldwide Electric (Jamaica) Ltd., Contact: Dennis Hugh (M), 1 Lyndhurst Crescent, Kingston 5. WTDR in prep.

36795—SPAIN—Electronic transducers, all types. Requests prices, catalogues. Ataio Ingenieros, S.A. Attn: Jose Sanchez. (A, D), Enrique Larreta 12, Madrid 16.

Electrical machinery, equipment

36992 — AUSTRALIA — Metal and/or plastic grid lighting diffuser panels (commonly known in electrical industry as "eggcrate." Direct purchase & agency. Jan Olsen (I), P.O. Box 82 Northbridge, NSW. 2063. Prices, terms, methods of payment, ports of shipment requested.

Motor vehicles, equipment

37112 — AUSTRALIA — Used Mack trucks model R-600. Swan Machinery Sales (W.A.) Pty. Ltd. (D, R, Re-builder of machinery and trucks), R. Lawn, Dir., 510 Great Eastern Hwy., Redcliffe, W.A. 6104. Firm wishes to locate supplier of used, as is, Mack trucks for reconditioning in own plant. willing to send representative to U.S. for talks with potential suppliers.

37130 — AUSTRALIA — Air-cushioned vehicle, as manufactured by Eglen Hovercraft, Inc., or equal. Machine functioning both on land and sea. Direct purchase & agency. Central West Distributors (D), 24 Main St., Lithgow, NSW 2790. Expects to order $10,000-30,000 worth per yr. Prices, Terms, catalogs, requested.

37141—BOLIVIA—Parts, accessories for passenger cars, trucks, busses. Automotivos Viladegut & Co. "Autovil" (I, R), Casilla 5761, La Paz. WTDR 12/72.

37141—JAPAN—Auto parts, accessories. Showa Automobile Industry Co., Ltd. (I, D), 96-1 Kamifukushima Kita, Fukushima-Ku, Osaka.

Aircraft, parts

37210—TUNISIA — Helicopter 15 passenger capacity for tourist transportation between Sfax and Kerkennah Islands. Societe Touristique des Iles de Kerkennah (hotel owner), 28 Rue Alexandre Dumas, Sfax. WTDR in prep.

Ship building, repairing

37313—TUNISIA—Shallow-draught passenger boat of 100 persons capacity for transportation of tourists between Sfax and Kerkennah Islands. Correspondence in French. Societe Touristique des Iles de Kerkennah (hotel owners), 28 Rue Alexandre, Sfax. WTDR in prep.

Transportation equipment

37992—FRANCE — Mobile home and camping trailers. Direct purchase & agency. Al-Ko-France, S.A., Attn: R. Schimtzer (I, D), 26, Rue de la Mesange, 67000 Strasbourg. Requests replies as soon as possible as Mr. Schmitzer intends to travel to U.S. next May to visit exporters of such equipment.

37992 — SPAIN — Cable clamps, other accessories for aerial tramways, cable lifts, ski lifts, ski tows. Guerin, S.A. Attn: Rafael Homs (I, D), Via Augusta, 23 Barcelona-6.

Instruments for measurement, analysis and control

38212 — PAKISTAN — Water meter 36-inch diameter, current type, propeller driven, designed for 150 pounds per square inch (P.I.) test pressure, measuring range 1250—13300 imperial gallons per minute. Barma & Co. (I, A), Hafeez Chambers, 85 Shahrah-E-Quaid-E-Azam, P.O. Box 1503, Lahore. Cable: Rambler, Lahore. Requests prices, delivery date.

38213—GERMANY — Disposable clinical thermometers. The American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart, c/o Mr. David C. Lacey.

Optical instruments, lenses

38312 — ITALY — Periscopes for midget submarines. Cos. Mo. S. Construzione Motoscafi Sottomarini (M), Via Della Padula 81 57100 Leghorn. WTDR 3/72.

Surgical, medical, dental instruments

38410 — GERMANY — Patient-monitoring units; electrocardiography units; electroencephalography units; devices for diagnosis by ultrasound and nuclear-medicine; devices for analysis and autoanalyser; devices for antomatic erythrocyte-counting; devices for anasthetic and reanimation. Voss & Stange KG (M, I), 3012 Langenhagen Walsroder Str. 184 Attn: Mr. Diefenthaeler.

38410—SINGAPORE — Surgical & medical instruments. Kingsan (Pte) Ltd. (I, E, A, R), Rm. 501-505 Nehson's Bldg., Peck Seah St., G.P.O. Box 2327, Singapore-2. WTDR 1/73.

38430—SPAIN—Dental equipment, supplies. Sudenta, S.A. (A, D), Espoz Y Mina 7, Madrid 12.

Opthalmic goods

38510 — MEXICO — Sun glasses, frames with battery-powered wipers. Direct purchase. Corespondence requested in Spanish. Ferreteria Francesa, Attn: Roberto Hucinski Opatowski (I, D, R), Corregidora 26, Mexico, D. F. WTDR 1/73.

Watches, clocks, parts

38711 — GERMANY — Electronic parts for clocks, watches. David C. Lacey, Jr., Commercial Officer, c/o American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart.

Musical instruments, parts

39310 — FRANCE — Musical instruments. Gaffarel Musique (R, I), 3, Rue Guy Mocquet, 13001 Marseille.

39314 — FRANCE — Musical instruments accessories and parts. Instrumental Music. Direct purchase & agency. (I, E, R), C. C. Belle Epine, 94531 Rungis, Cedex C274.

39314 — GERMANY — Musical instruments, accessories. Voss-Musikinstrumente Gmbh contact: Mr. Mueller-Voss (I, M), 46 Dortmund, Moltkestr 19, Postfach 213.

Toys, amusement, sporting goods

39410 — ICELAND — Raw materials and tools for arts and crafts. Everest Trading Co., Attn: Valur Sigurbergsson P.O. Box 248, Hverfisgata 98, Reykjavik.

39410 — SWEDEN — Bingo boards plus accessories, lotteries. Importdepoten (I), Fack 377, S-721 07 Vasteras.

39490 — JAMAICA — Exercising bicyles with or without seats. Estimated annual requirement—300 units; twisting and rowing machines for use in health clinic. Brochures, price lists requests, c.i.f. Kingston. Foot, Health & Beauty Clinic. Contact: Mrs. Valerie Barrett (I, D), 30 A Constant Spring Road, Kingston 10. WTDR in prep.

39490 — KOREA — Athletic equipment & audio-visual aids for athletic programs, including swimming, track & field, gymnastics, etc. Seoul Yong Focus, Inc. (I, D), Il Shin Bldg., 18, 2-KA, Pil-Dong, Chung-ku, Seoul. Mr. Yang Sung-Chul, Business Mgr.

39491 — MALAGASY REP. — Full range of sport fishing tackle and equipment (marine and fresh water) including both nylon and steel fishing lines. Underwater sports and fishing equipment including aqualungs and associated equipment and spearguns (both compressed air and spring action). Catalogs, other descriptive materials, price listings requested. Correspondence in French. Allain et Compagnie (I, R), 15 Bis, Rue Clemenceau, B.P. 33, Tananarive. WTDR in prep.

39493 — FRANCE — Sporting & athletic goods: swimming pool equipment. Paris-Geneve (I, D), 30, Rue Jacquart, 93500 Pantin.

Pens, pencils, office, artists' materials

39510 — AUSTRALIA — Mechanical (clutch or screw type) pencils for wax lead 8.5 millimeters by 100 millimeters or equivalent. Purchased in 10-20 gross lots. Direct purchase & agency. S. & H. Beitscher (A, D, I), 108 Balfour Rd., Rose Bay, NSW 2029.

39521—AUSTRALIA—Wax lead 8.5 x 100 mm, in black, blue and red for use in mechanical clutch or screw type pencils. Purchased in 25-50 gross quantities of each color on continuing basis. Direct purchase & agency. S. & H. Beitscher (A, D, I), 108 Balfour Rd., Rose Bay NSW 2029.

Costume jewelry, novelties, buttons

39610—JAPAN—Costume jewelry, costume novelties of U.S. souvenir type. Nakanishi Shoji Co., Ltd. (I, A, D), 15-6, Higashi Ueno 1-Chome, Daito-Ku, Tokyo.

39610—JAPAN—Costume jewelry silver and wood. Hanawa & Co., Ltd. (I, A, D), Shinyo Kensetsu Bldg., 3-11-5, Nakamura Kita, Nerima-ku, Tokyo.

39620 — TAIWAN — Feathers (chicken, duck, goose, turkey, etc.) Uniroyal Enterprise Co., Ltd. (I, M), 31, Sec. 1, Chung-King S. Rd., Taipei.

39642—TAIWAN — Raw material and know-how for making teflon or equal, tread seal tapes. Tiger Industrial Corp. (A, I), 30 Tian Jin St., Taipei 104.

Manufacturing industries

39990 — AUSTRALIA — Small personal protection devices especially for women such as a purse size gas protection cans, whistles, door alarms, window locks, emergency items. Direct purchase & agency. Mazimex (I), 84 Newington Rd., Marrickville NSW 2204. WTDR in prep.

39999—JAMAICA — Electrical vibrator massage belt. Specifications: 110 voltage, 50 cycles. Estimated annual requirement —150 units. Electrical hand massager. Specifications: 110 voltage, 50 cycles. Estimated annual requirement—400. Brochures, price lists requested c.i.f. Kingston. Foot, Health & Beauty Clinic, contact: Mrs. Valerie Barrett (I, D), 30A Constant Spring Rd., Kingston 10. WTDR in prep.

Wholesalers

50930—FRANCE—Scrap metals in bulk: iron, steel, and others. Primarily sized scrap metals for remelting in ironwork plants. Large quantities needed. Prices by lots requested. Correspondence should be addressed to Raymond Lacarriere, Asst. Mgr., BP No. 50, 33008 Bordeaux Xedeex. Groupe Fers Et Metaux Ouest Industries (I, D), BP No. 601, 44016 Nantes.

Antique, secondhand stores

59310—AUSTRALIA—Used clothing of light weight for use in warm climate. Christl Kollar (R), P.O. Box 6323, Boroko, Port Moresby, Papua, New Guinea. Interested in obtaining West Coast source.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Horticultural specialties

01810 — ITALY — Graminaceus seeds of U.S. produce dichonfra repens medic hybrid corn. Correspondence in Italian or French. Sementi Bolognesi (I, D), 3 Galleire Del Toro 40121 Bologna. WTDR 9/72.

Guns, howitzers, mortars

19110 — AUSTRALIA — Military equipment and small arms; anti-aircraft guns — 40mm approx. — mobile-radar directed and associate hardware. Robinson, Holt & Assoc. (A), 60 The Esplanade, Brighton, Victoria 3186. WTDR 1/73.

Ammunition

19291—NIGERIA — Ammunition, artillery over 30mm. Afro International Group Ltd. (A), 46 Balogun St., P.M.B. 4064 Lagos. WTDR in prep.

19293—NIGERIA—Ammunition, except artillery ammunition over 30mm. Afro International Group Ltd. (A), 46 Balogun St., P.M.B. 4064, Lagos. WTDR in prep.

Small arms

19512 — ITALY — Rifles, drilling guns, handguns for sport, all calibers. Barracuda Marine, S.P.A. (I, A, D), Via Aureliana 2, 00187 Rome. WTDR 9/72.

Small arms ammunition

19610 — NIGERIA — Ammunition for small arms, 33mm or under as well as general military armament supplies. Afro International Group Ltd. (A), 46 Balogun St., P.M.B. 4064, Lagos. WTDR in prep.

Meat products

20153 — GERMANY — Turkeys. Willy Koenen Ohg, Contact: Habs Koenen (I, D, A), 4156 Willich 3, Albert Oetker Str. 5-7.

Grain mill products

20440—ZAIRE—Long grain white or ten percent broken rice. G. M. Benatar Freres (I, A, D), B. P. 381, Lubumbashi. WTDR 11/72. Telegraphic quotations urgently requested. Cable address Gantar Lubumbashi.

20423—MALTA—Dog and cat food in dry form (in packets). Roger's (I, A, D, R), 44 Britannia St., Valletta. WTDR 2/73.

20411—HONDURAS — Semolina. Mariano Aguilar O., Columbia Agencies (A), Apartado 687, Tegucigalpa, D.C.

Food preparations

20941 — CAMEROON — White tallow. Specifications: fac-max: 1, miu basis 1&, titre mm 4& C, ffa max. 1.5& to be used in making of soap and end user interested only in purest type tallow. Initial purchase to be 300 long tons, with possibility of further sales. Should be shipped in special bulk containers; in Douala, material will be transferred to railroad tankers. Societe Commerciale Andre Testas (S.C.A.T.) (I, A, D), B.P. 1550. Douala. Cable Address: Testas-Douala.

Broad woven fabric mills, cotton

22119—GERMANY—Bath towels, hand towels, guest towels, face cloth, gloves (cotton). Karl-Heinz Heumann Import-Vertrieb (I, D, A), 609 Russelsheim/Main, 60 Georg-Jung-Strasse.

Broad woven fabric mills, manmade fiber, silk

22214—SWEDEN — Finished polyester/cotton fabric. AB Konfektionsdetaljer (I, A, M), Box 144, S-641 00 Katrineholm.

Broad woven fabric mills, wool

22313—SWEDEN—Finished wool fabrics. AB Konfektionsdetaljer (I, A, M), Box 144, S-641 00 Katrineholm, Sweden.

Narrow fabrics, other smallwares mills

22411—SWEDEN—For electrical insulation: tubes of terylene, or impregnated glass-fiber textiles and/or teflon, or equal, covered tubes. Asplunds Industri Produkter (I, A), P.O. Box 3297, S-103 66 Stockholm 3.

Dyeing, finishing textiles, except wool fabrics, knit goods

22617—SWEDEN—Finished cotton fabrics. AB Konfektionsdetaljer (I, A, M), Box 144, S-641 00 Katrineholm.

Textile goods

22940—ITALY—Processed textile waste.

Man made fibers. Wool fibers and mixed wool and polyester fibers recovered from mill waste. Lanificio Fratelli Rosi SNC (M), 19 Via R Gori, 50047 Prato (Firenze). WTDR 6/72.

22940—ITALY—Processed textile waste for textile industry. Wool rags all types. New knit clips all fibers nylon acrylic and polyester fibers recovered from mill waste. Mazzoni E. Bellini SNC (A), 80 Viale Vittorio Veneto, P.O. Box 194, 50047, Prato (Firenze). WTDR 4/72.

22690—NEW ZEALAND—Tire cord for automobile and truck tires. Rayon or nylon type six and type six-six. Techni-Chemical Products Co. Ltd., Attn: G. Krynen (I, A, D), P.O. Box 222, Wellington. WTDR 11/72.

Men's youths', boys' furnishings, work clothing

23292 — AUSTRIA — Leisure wear for men, youths and boys. Low and medium priced merchandise for sale to department stores, chain stores, mail order establishments, etc. Price important. Catalogs, price lists requested. From manufacturers only. Leopold Hummer (I, A, D), Schottenfeldgasse 6, A-1070 Vienna.

23292 — GERMANY — Modern men's, youths', boys' leisure apparel (jeans, dungarees, sweaters, outerwear). Karl-Heinz Heruth (I, A), 211 Buchholz/Nordheide, Brunsbergweg 1.

Women's, misses', juniors' outerwear

23351—GERMANY — Maternity dresses. Stengel & Co., A Handelsagentur, Contact: Mr. Alf Stengel (A), 4006 Erkrath, Schinkelstr. 30 B.

23393 — AUSTRIA — Leisure wear for women, misses and juniors. Low and medium priced merchandise for sale to department stores, chain stores, mail order houses, etc. Price important. Catalogs, price lists requested from manufacturers only. Leopold Hummer (I, A, D), Schottenfeldgasse 6, A-1070 Vienna.

23393 — GERMANY — Modern women's, misses' and juniors' leisure apparel. Karl-Heinz Heruth (I, A), 211 Buchholz/Nordheide, Brunsbergweg 1.

Girls', children's, infants' outerwear

23612—GERMANY—Children's and infants' knit shirts. Stengel & Co., A. Handelsagentur, Contact: Mr. Alf Stengel (A), 4006 Erkrath, Schinkelstr. 30, B.

23630—GERMANY—Children's, infants' coats, jackets. Stengel & Co., A. Handelsagentur, Contact: Mr. Alf Stengel (A), 4006 Erkrath, Schinkelstr. 30 B.

Sawmills, planing mills

24212 — ITALY — Pitchpine yellow pine flitches red gum sap gum. Dino Taviani Rappresentanze (A), 16 Via Orcagna 50121 Firenze. WTDR 5/72.

24215 — NETHERLANDS — Wood chips (soft wood) for pulp industry. Exclusive representations. Eduard Van Leer, Att. M. L. Top (A), 75 Rokin, Amsterdam. WTDR 9/72.

Wood products

24994 — ITALY — Sophisticated sound proofing and sound absorbing materials for studio floor and wall covering. Studi Associati Elettronica Professionale (A, consultant), Corso Rosselli 103, 10129 Torino.

24995—PANAMA—Toilet seats, handtool handles, other specialty wooden items. Distribuidora Sonsonate, S. A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

Office furniture

25221 — SWITZERLAND — Upholstered metal office chairs, all kinds, anti static chairs for computer rooms. Joermann AG (I, A, D), Obere Wiltisgasse 31, CH-8700 Kuescnacht. WTDR 12/71.

Partitions, shelving, lockers, office, store fixtures

25420—PANAMA—Metal bathroom cabinets. Distribuidora Sonsonate S. A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

Furniture, fixtures

25990—BELGIUM—Hospital beds, tables. Tissage de la Station S.P.R.L. Damart (M, D, I, R), 23, Rue de la Barriere de Fer, 7760 Dottignies.

Pulp mills

26112 — GREECE — Wood pulp (sulfite, sulfate—bleached and unbleached—semi-chemical, mechanical). Angelica Catris—Triantaphyllopoulos (A), 22 Anagnostpoulou St., Athens 136.

Paper mills

26217 — JAMAICA — Kraft paper for wrapping and for making shopping bags and cement bags. United Agencies Ltd., Contact: John King (I, A), P.O. Box 321, 16 Duke St., Kingston. WTDR in prep. Growing Supermarket trade has created big demand for this type of paper.

Converted paper, paperboard items

26461—SWITZERLAND—Flexible pipe fittings for sanitary installations. Tectra AG, Attn: W. Meuzi (A, D, R), Badenerstr. 334 8004 Zurich.

Publishing

27410 — UNITED KINGDOM — Business oriented packaged education software products. Printed texts, films, audio, video tapes, worked examples, exercises, self-correcting tests for vocational subjects including management studies, computer appreciation courses. Infotutor Ltd. (A, D, M), 36 Parkside, Knightsbridge, London, SW1X 7JP. Mr. Simon Lambourn, Mng. Dir.

Industrial chemicals

28110—FRANCE — Methylethylcetoxime and paints and varnish additives Societe Lambert-Riviere (I, A, D), 16 Rue de Miromesnil, Paris 8.

28123—PANAMA—Caustic soda, solid or flake form; to be used in manufacture of detergents and by sugar mills, for example. Tagaropulos, S. A. (I, A, D, R, M), P.O. Box 4583, Panama 5.

28150 — IRAN — Toluene Diisocyanate (TDI), 30,000 Tons. Victor Corp. (I, A, D), Roosevelt Ave., Soraya Crossroads, No. 174, Tehran.

28180 — SWITZERLAND — Diagnostic laboratory chemicals—organic. Mullener Geratebau AG (A, D, marketing consultant), Hedingerstr. 236, 8905 Arni-Islisberg. WTDR 2/73.

28183—PANAMA—Citric acid for use in soft-drink manufacturing. Tagaropulos, S. A. (I, A, D, R, M), P.O. Box 4583, Panama 5. Quotations, conditions desired.

28190 — FRANCE — Raw materials for manufacture of livestock feed (chemicals, vitamins, etc.) livestock feed finished product to be excluded. Alfalfa (A, M), Vimer, 61120—Vimoutiers.

28190—PANAMA — Sodium tripolyphosphate for use as detergent. Tagaropulos, S. A. (I, A, D, R, M), P.O. Box 4583, Panama 5. Quotations, conditions desired.

28190 — SWITZERLAND — Diagnostic laboratory chemicals—inorganic. Mullener Geratebau AG (A, D, marketing consultant), Hedingerstr. 236, 8905 Arni-Islisberg. WTDR 2/73.

28193—PANAMA—Sulfuric acid for use in brewery operation. Tagaropulos, S. A. (I, A, D, R, M), P.O. Box 4583, Panama 5.

28194—PANAMA—Hydrochloric (muriatic) acid for use in sugar mill operation. Tagaropulos, S. A. (I, A, D, R, M), P.O. Box 4583, Panama 5.

Synthetic materials

28210—FRANCE—Polyvinyl chloride additives; resins for powder paint manufacturing; epoxy hardening compound. Societe Lambert-Riviere (I, A, D), 16 Rue de Miromesnil, 75-Paris 8.

28210—IRAN—Polyvinyl chloride (emulsion); 10,000 tons. Urgent need. Mahast Co. (I, A, D), 316 Takhte-Jamshid Ave., Tehran. WTDR in prep.

28210—IRAN—Plyvinyl chloride, emulsion; 35,000 Tons. Victor Corp. (I, A, D), Roosevelt Ave., Soraya Crossroads, No. 174, Tehran. WTDR in prep.

28210—NORWAY — Plastic resins: low density polyethlyene, high density polyethylene, ABS (acrylonitrilebutadienestyrene), PVC resins (polyvinylchloride), polypropylene, polyacetyl resins, polystyrene. Products urgently required. Alf Axelsen A/S (A), Akersgaten 45, Oslo 1.

28211—IRAN—Polystyrene, for industrial use; 20,000 tons. Victor Corp. (I, A, D), Roosevelt Ave., Soraya Crossroads, No. 174, Tehran. WTDR in prep.

28213—IRAN—Polyethylene resins, for industrial use, 45,000 tons; polypropylene resins, for industrial use, 30,000 tons. Victor Corp. (I, A, D), Roosevelt Ave., Soraya Crossroads, No. 174, Tehran. WTDR in prep.

28213—SWEDEN — Polystyrene, polyethylene, polypropylene. K. G. Wibeck AB (I, D), Box 48, S-161 26 Broma 1. WTDR 2/73.

28214—ITALY — Synthetic resins for paint and varnish industry. Exclusive agency. Chemverga di Carlo Verga (I, A, D), Via G. Romagnosi 20, 00196 Rome. Mr. Verga, the owner, wishes to have offers from U.S. manufacturers which he can contact personally during a trip to the U.S. scheduled for the end of March 1973.

28214 — SINGAPORE — Epoxy resins. Harrisons & Crosfield (S) Pte. Ltd. (I, A), 7th Floor, MacDonald House, Orchard Rd., Singapore-9. Firm keen to acquire agencies as soon as possible.

28219 — ISRAEL — Polyol, T.D.I., and polyb-tadiene for manufacture of polyester and polyesterene synthetic fibers for the plastic industry. Annual requirement: over 1,000 tons. Only companies not represented in Israel submit offers. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., P.O. Box 29868, Tel Aviv.

28220 — KOREA — Synthetic rubber (SBR): similar quality to Philips petroleum soluble type or Goodrich Gulf

products "Ameripol S. N-600," or equal. Requests prices and delivery terms. Mijin Trading Co., Ltd. (I, A, M), P.O. Box 2115, Seoul. Mr. Paik Nam-Chul, Dir.

28230—FRANCE—Original and sophisticated plastic materials and synthetic materials for textile manufacturing. Societe Lambert-Riviere (I, A, D), 16 Rue de Miromesnil, 75-Paris 8. WTDR 8/72.

28232—ITALY—Rayon yarn for textile industry. Lanificio Fratelli Rosi SNC (M), 19 Via R Gori, 50047 Prato (Firenze). WTDR 6/72.

28241 — ITALY — Polyamide and nylon fibers for textile industry. Lanificio Fratelli Rosi SNC (M). 19 Via R Gori, 50047 Prato (Firenze). WTDR 6/72.

28242—ITALY—Polyester fibers for textile industry. Lanificio Fratelli Rosi SNC (M), 19 Via R Gori, 50047 Prato (Firenze). WTDR 6/72.

28242—PORTUGAL — Acrylic, polyethylene, other man-made fibers for use in textile industry. A. Mengas Alves, Lda. (I, A), 178, Rua Dos Douradores, Lisbon 2.

Drugs

28331—TAIWAN — Tobramycin (nebramycin)—a kind of aminoglucoside antibiotic. Recent Trading Co., Ltd. (A, I), 2nd Floor, 20-1 Yuan Ling St., Tiapei 100.

28340—SWITZERLAND—Original manufacturers prescription drugs, all kinds. Brachotte & Cie, Attn: Pierre Brachotte, Pres. (I, A, D), Rue Paul Charmillot 72, 2610 Saint Imier. WTDR 2/73.

28343 — GERMANY — New-to-the market pharmaceutical preparations acting on the cardio-vascular system, for human use. Nattermann International GmbH, Contact: Dir. Ludwig Heineking (D, I), 5 Koeln 41, Eupener Str. 159 A—161. WTDR 2/73.

28347 — GERMANY — New-to-the market vitamin, nutrient, and hematinic preparations, for human use. Nattermann International GmbH, Contact: Dir. Ludwig Heineking (D, I), 5 Koeln 41, Eupener Str. 159 A—161. WTDR 2/73.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28411—SINGAPORE—Chemicals—water treatment & industrial. Harrisons & Crosfield (S) Pte. Ltd. (I, E, A), 7th Floor, MacDonald House, Orchard Road, Singapore-9. Firm keen to acquire agencies as soon as possible.

28421—JAMAICA—Household insect repellants in aerosol spray cans. Quotations: c.i.f. Kingston. Brochures, all relevant information needed. Arnold Otto Meyer (Jamaica) Ltd. Attn: Horst D. J. Schroeder, Gen. Mgr. (I, A, D), P.O. Box 362, Kingston 11. WTDR 2/73.

28423 — JAMAICA — Non-personal deodorants or air fresheners in aerosol cans. Brochures, quotations, c.i.f. Kingston. Arnold Otto Meyer (Jamaica) Ltd. Contact: Horst D. J. Schroeder, Gen. Mgr. (I, A, D), P.O. Box 362, Kingston 11. WTDR 2/73.

28423—SINGAPORE—Pollution—oil dispersant chemicals, particularly ones designed for sea use. Harrisons & Crosfield (S) Pte Ltd. (I, A), 7th Floor, MacDonald House, Orchard Rd., Singapore-9. Firm keen to acquire agencies as soon as possible.

28445—BELGIUM—Nail polish, lacquers and enamels. Embassy of United States of America, Attn: Commercial Officer, 27 Blvd. du Regent, Brussels.

28445—JAMAICA—Cosmetics (including personal deodorants). Brochures, quotations c.i.f. Kingston required. Arnold Otto Meyer (Jamaica) Ltd. Contact: Horst D. J. Schroeder, Gen. Mgr. (I, A, D), P.O. Box 362, Kingston 11. WTDR 2/73.

Paints, varnishes, lacquers, enamels

28519—SWITZERLAND—Aerosol teflon, or equal, coating, has to quickly air dry on any surface and make a clinging homogeneous protective coating. Technokontroll AG (I, D), Ueberlandstr. 360, CH-8051 Zurich.

28519—THAILAND — Transparent plastic sheets mylar presensitized red coating for making tint negatives or positives for maps and drawings size 36"x48"x 0.010". Exclusive distributorship franchise required. Requests c.i.f. Bangkok prices, catalogs, brochures, samples. Bangkok Photo Supplies Ltd., Part. Attn: Mr. Boonchit Atichartsintop (R, D, I), 306 New Road, Bangkok. WTDR in prep.

Agricultural chemicals

28790—ISRAEL—Insecticides, pesticides, all kinds. K. J. Deutsch Ltd. (M, I, A), 24 Nahlat Benjamin St., P. O. Box 29868, Tel Aviv.

Chemical products

28993 — SWITZERLAND — Insulating materials for insulation of steam tubes. Billerbeck AG (A, D), Nonnenweg 21, 4000 Basel.

28993 — SWITZERLAND — Soldering fluxes, compounds, aerosol electric contact sprays, new chemical specialties for soldering, general electronic assembly. Egli, Fischer & Co. Ltd. Attn.: W. Peng (I, A, D), Gotthardstr. 6, CH-8022 Zurich. WTDR 10/72.

Petroleum refining

29110 — ITALY — Synthetic colophony from petroleum refining. Chemverga di Carlo Verga (I, A, D), Via G. Romagnosi 20, 00196 Rome.

2911721—FRANCE—Marine engine lubricating oil refiner. Antar Petroles de L'Atlantique, Attn: G. Laroche, Div. Marine (I, A, D, R, M), 4, Rue Leon Jost, 75017 Paris. Anta seeking U.S. lubricating oil refiners on East, Gulf and West coasts producing marine engine lubricants that would be interested in producing Antar formula marine engine lubricant. Antar has contracts with shipping companies stopping at U.S. ports and needs U.S. sources of supply for its own formula oils. Antar would deliver its special additives to refiners. Refiners should have port delivery and stockage facilities.

Plastic products

30790—SWITZERLAND — Plastic films, shapes for industrial and commercial use, industrial plastic specialties, construction and consumer plastic products. Brachotte & Cei, Attn: Pierre Brachotte, Pres. (I, A, D), Rue Paul-Charmillot 72, 2610 Saint Imier. WTDR 2/73.

30792—PANAMA—Reinforced and non-reinforced plastic hose, industrial type, to be used for attachment to air compressors. Distribuidora Sonsonate, S. A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

30794—SPAIN—Plastic packaging, shipping containers. Industrias Plasticas Trilla, S. A. (M, Exporter), Calle Napoles, 345, Barcelona 13. WTDR 2/73. Interested in new products only.

30795—SPAIN—Plastic industrial parts. Industrias Plasticas Trilla, S. A. (M, Exporter), Calle Napoles, 345, Barcelona-13. WTDR 2/73. Interested in new products only.

30795—SWITZERLAND—Plastic steel of type manufactured by Devcon Corp., Dannels, Mass., or equal. Adolf Schmids Erben, Attn: H. Leuzinger (A, D, M), Effingerstrasse 17, 3001 Bern. May consider manufacture or processing under license in Switzerland.

30796—PANAMA—Plastic buckets, suitable for industrial or construction use. Distribuidora Sonsonate, S. A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

30797 — SPAIN — Plastic dinnerware, tableware, kitchenware. Industrias Plasticas Trilla, S. A. (M, Exporter), Calle Napoles, 345, Barcelona-13. WTDR 2/73.

30798 — SPAIN — Plastic furniture and sanitaryware. Industrias Plasticas Trilla, S. A. (M), Calle Napoles, 345, Barcelona 13. WTDR 2/73. Interested in new products only.

30798 — SWEDEN — Elastic straps with hooks for fastening luggage on car tops. Bil-Kemi AB (I, A, D), Box 337, S-501 06 Boras.

Footwear, except rubber

31417 — BELGIUM — Shoes, orthopedic. Tissage de la Station S.P.R.L. Damart (M, D, I), 23, Rue de la Barriere de Fer, 7760, Dottignies.

Glass, glassware

32292—SWITZERLAND — Electric, residential type, decorative glass lamps. Beleuchtungsschau AG Zurich (I, D), Winterthurerstr. 694, CH-8051 Zurich.

Pottery, related products

32610—PANAMA—Metal sanitaryware, including bath and shower fittings. Distribuidora Sonsonate, S. A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

32690 — SWITZERLAND — Electric ceramic table lamps, decorative, modern design, antique reproduction. Beleuchtungsschau AG Zurich (I, D), Winterthurerstr. 694, CH-8051 Zurich.

Abrasive asbestos, nonmetallic mineral products

32961—SWITZERLAND — Temperature insulating materials for building industry. Billerbeck AG (A, D), Nonnenweg 21, 4000 Basel.

32962—SWITZERLAND—Heat resistant wool up to 2732 degrees fahrenheit for industrial use. Billerbeck AG (A, D), Nonnenweg 21, 4000 Basel.

Steel mill products

33122—INDIA—Mild steel billets, tested quality, to Indian standard specification number IS-2830/64; grade ST-42, SB-1, SB-2 and SB-3; semi-killed for re-rolling into structurals (standard quality). Chemical composition as per ladle analysis: C—0.10 to 0.16%; MN—0.5 to 0.9%; P—0.055% maximum; S—0.055% maximum. Prefer sizes 75/80 mm; alternatively 100 mm square. Length 5 to 6 meters. Current requirement about 100,000 tons. Shipment desired in lots of 10,000 to 15,000 m.t. with early delivery.

Quote c and f Indian ports inclusive of all extras. Mill inspection certificates to be furnished at seller's cost. Price should include commission for Indian agent. Include but indicate separately charges for inspection by independent agency nominated by purchaser. National Industrial Impex Corp., Attn: S. C. Chatterjee, Dir. (A), 35 Stephen House, 4 Beney Badal Danesh Bag East, Calcutta-700001. (Mailing Address: GPO Box 35, Calcutta-700001.) Firm considers c and f competitive price around $100 per m.t. Desires exclusive offers from mills of firm standing which it wishes to represent in India.

33124 — TURKEY — Steel plates and shapes used in shipbuilding as per ST42 international standards. Quantities required will depend on number of ships to be built. Kazim Turegun (A), Velialemdar Han No. 817, Karakoy, Istanbul. Bids will be requested according to shipbuilding schedules. Turkish shipbuilding industry rapidly developing. Firm acts as agent for several European shipyards, and has good contacts in military and official as well as private shipyards.

33125—NEW ZEALAND—Bead wire for auto tires. Techni-Chemical Products. Co. Ltd. (Attn: G. Krynen (I, A, D), P.O. Box 222 Wellington. WTDR 11/72.

Primary smelting, refining of nonferrous metals

33395 — SWITZERLAND — Precious metals and alloys for industrial use (precision mechanics, watch and jewelry industry). Brachotte & Cie., Attn: Pierre Brachotte, Pres. (I, A, D), Rue Paul-Charmillot 72, 2610 Saint-Imier. WTDR 2/73.

33397—SWITZERLAND—Primary nonferrous metals and alloys, magnesium, cadmium, nickel, titanium, for precision mechanics, watch, electronics industries. Brachotte & Cie.. Attn: Pierre Brachotte, Pres. (I, A, D), Rue Paul-Charmillot 72, 2610 Saint-Imier. WTDR 2/73.

Rolling, drawing, extruding of nonferrous metals

33560—BELGIUM—Titanium, expanded mesh sheet, sheet plate, tubing, bar, rolled, drawn and extruded nonferrous metal mill. Safan, S.P.R.L. (M, D, exporter), Reghenoplein, 21 2800 Mechelen.

33572—ISRAEL—Copper wire, bare and enameled, for winding transformers and electric motors, in gauges AWG 22 through AWG 12. Teflon and PVC insulated hook-up wires for mil spec electronic instrumentation. Tensor Systems (A, D), 85 University St., P.O. Box 39-334, Tel Aviv. WTDR 2/73.

33579—SWEDEN — Insulated aluminum wire and insulating bands of aluminum foil, less than 1.2 mm thickness. Asplunds Industri Produkter (I, A), P.O. Box 3297, S-103 66 Stockholm 3.

Primary metal industries

3399198—FRANCE—Hard metal powder alloys to be used for special oxyacethylenic welding processes such as blow-torch loading. Requests replies in French. Etablissements Bernard Scherdel (A, D), La Grange Aux Ormes, 24-Clos des Lilas; Marly-Prescaty, B. P. 221, 57005 Metz-Cedex.

33996 — CANADA — Metal and heat, treating and cleaning equipment. Metallurgical and Machine Agencies—Contact: Edward C. Goodwin, Gen. Mgr. (A), Suite 809, 1315 Silver Spear Rd., Mississauga, Ontario.

Cutlery, hand tools, general hardware

34230 — FRANCE — Hand tools, except power. Ets Melzassard (M, D), Rue Du Stade, Fontvieille, Principaute De Monaco. WTDR 4/72.

34230—ISRAEL—Hand tools, technical supplies to include: pliers, hammers, wrenches, screw drivers, drills, chisels, planes and other hand and edge tools. "Mafro" P. Frommer (I, D), 2 Hamashbir St., P.O. Box 29114, Tel Aviv.

34231—PANAMA—Hand tools, complete range for well-stocked hardware store. Distribuidora Sonsonate, S. A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

34231 — SWEDEN — Special automotive handtools. Bil-Kemi AB (I, A, D), Box 337, S-501 06 Boras.

34233—PANAMA—Garden tools and accessories, including shovel, rakes, hoes, etc. Distribuidora Sonsonate, S. A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

34290—ICELAND—Hardware, hand and electric tools. Hordur Sveinsson & Co. Ha/F, Mr. Skuli Gudmundsson (I, A, D), P.O. Box 685, Skeifan 6, Reykjavik.

34294—PANAMA — Doorlocks, padlocks, and door hinges 3½ and 4" size stainless steel and corrosion resistant finishes. Distribuidora Sonsonate, S. A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

Heating apparatus, plumbing fixtures

34336 — DENMARK — Incinerators for municipal industrial waste disposal plants. Catalogs, descriptive material requested. Joseph Levin & Co. A/S (I, A, D, waste disposal, recycling consultants), 42 Vadgaardsvej, DK-2860 Soborg. Firm presently scheduling business trip to U.S. for spring 1973.

34336—ITALY — Industrial incinerators for oily emulsions and oil exhausts originating in steel mills. Polivynfer, S.R.L. (M), Via Gioberti 2, 20123 Milan.

Fabricated structural metal products

34413—SINGAPORE — Steel plates & angle sections for shipbuilding industry. Banno Singapore (Pte) Ltd. (I, E, A), 277-G Selegie Complex, Selegie Rd., Singapore-7.

34423—FRANCE—Automatic equipment for metal melting and casting. Promafond (I, A, D), 98 Rue Leon Desoyer, 78100 Saint-Germain-En-Laye.

Metal stampings

34618 — ISRAEL — Transformer-steel; cold-rolled grain-oriented steel sheets; steel-punched laminations; wound-c-cores. Tensor Systems (A, D), 85 University St., P.O. Box 39-334, Tel Aviv. WTDR 2/73.

Coating, engraving, allied services

34790—TURKEY—Coating for interior insulation of tankers transporting chemicals such as suplhuric acid and low viscosity fuels such as gasoline. Kazim Turegun (A), Velialemdar Han No. 817, Karakoy, Istanbul.

Fabricated metal products

34946—FRANCE — All types of valves used in piping systems and equipment for oil, gas and nuclear industry. Trouvay et Cauvin, Attn: Mr. M. Pacciarella (A, M, I), 119, Rue Jules Siegfried, 76-Le Havre.

Engines, turbines

35112—ITALY—Gas turbines for industrial or marine use up to 5,000 hp. M.I.B., S.P.A. Mercantile Italo Britannica, Attn: Cdr. Corsini (A), Via Barnaba Oriani 34, 00197 Rome. WTDR 8/72.

35192 — TURKEY — Main engines for tankers up to 25,000 tons and cargo vessels up to 15,000 tons. Provision of diesel generators and shafts from same source will be preferred. Kazim Turegun (A), Velialemdar Han No. 817, Karakoy, Istanbul. Bids will be requested according to vessel building schedules. Turkish shipbuilding industry rapidly developing with tankers up to 200,000 tons being scheduled to be built within a few years. Firm acts as agent for several European shipyards, and has good contacts in military, official and private local yards.

35193 — TURKEY — Main engines for tankers up to 25,000 tons and cargo vessels up to 15,000 tons. Provision of diesel generators and shafts from same source will be preferred. Kazim Turegun (A), Velialemdar Han No. 817, Karakoy, Istanbul. Bids will be requested according to vessel building schedules.

Construction, mining, materials handling machinery, equipment

35316—JAMAICA—Diesel powered, portable concrete mixers (not truck mounted), sizes 5 to 23 cubic feet. Quotations, price lists requested. Exclusive agency. Lake Realty & Development Co. Ltd., Contact: G. Depass (I, A, D), 4 Renfrew Ave., Kingston 10. Prefers manufacturers close to East and Gulf ports to minimize shipping costs.

35317—JAMAICA—Diesel powered, rubber tired barrows (AKA power dumpers) used for general clean-up work on construction sites. Brochures, price lists requested. Lake Realty & Development Co. Ltd., Contact: G. DePass (I, A, D), 4 Renfrew Ave., Kingston 10. Prefers manufacturers close to East and Gulf ports to minimize shipping costs.

35319—DENMARK—Mobile waste grinders. Catalogs, descriptive material requested. Joseph Levin & Co. A/S (I, A, D, waste disposal, recycling consultants), 42 Vadgaardsvej, DK-2860 Soborg. Firm presently scheduling business trip to U.S. for spring 1973.

35319—TURKEY—Marine cranes for use on deck of vessels and at shipyards and wharves. Cranes to be used in shipyards should be mobile with capacities ranging between 20-80 tons. Kazim Turegun (A), Velialemdar Han No. 817, Karakoy, Istanbul. Bids will be requested according to shipbuilding schedules.

35340—FRANCE—Small lifts used mainly for cleaning ceilings and high surfaces. Lift consists mainly of steel tubes; machine is mobile due to four small wheels that operator can block, a mechanical system permits operator to adjust height of the seat. Height varies from about 21 to 36 feet. S.E.V.A.T. (I, D), 4, Rue Denfert Rochereau, 93200 Saint-Dennis (Seine-Saint-Denis).

35350—ITALY — Material hoisting and conveying equipment, tunnel excavators; airport and road construction machinery. Dr. Ing. Pietro Delfanti (A), Via Zanella 48/5, 20133 Milan. WTDR 9/72.

35350—UNITED KINGDOM — Conveyor systems and equipment for general industrial use. F. Uttley & Son Ltd., Contact, D. Haigh (D, M), Prospect St. Works, Huddersfield, Yorkshire.

35351—AUSTRIA—Industrial and commercial refuse conveying systems. Vacuum conveying plants, multistage exhausters for sucking and blowing in a range of about 6" mercury closed vacuum and 4000 cfm open volume to 10-15" mercury C. V. and 2000-2500 cmf 0. vol. Offers including technical literature, price lists requested as soon as possible from manufacturers only. Allectric Finsterle & Co., K.G. (I, A, D), Albertgasse 43, A-1081 Vienna. WTDR 2/73. Firm fully equipped and trained in planning, installing and servicing conveying systems.

35351—DENMARK—Conveyors, conveying systems for use in municipal, industrial waste disposal systems. Catalogs, descriptive material requested. Joseph Levin & Co. A/S (I, A, D, waste disposal, recycling consultants), 42 Vadgaardsvej, DK-2860 Soborg. Firm presently scheduling business trip to U.S. for spring 1973.

35351 — FRANCE — Material handling storing and distribution systems for warehouses. Leb France Exportburo S.A.R.L. (A, D), 4 Rue Theodore De Banville, 75-Paris 17.

35360—SOUTH AFRICA—Lever blocks from 3 tons upwards, chain blocks up to 30 tons, electric hoists up to 15 tons, crane trolleys. Catalogs, descriptive materials requested. Westinghouse Bellembie (Pty.) Ltd. Mr. H. Semerad (I, A, D), P.O. Box 453, Johannesburg. WTDR in prep.

35361 — BELGIUM — Hoists; parts, attachments, sold separately. Loicq Pierre (A), Kattebroekstraat 1, 1710—Dilbeek.

35361 — FRANCE — Material handling lifting accessories: high resistance winches, Hoists (Crosby type). Ets. Souffrin Manufor (M), 57-59 Blvd. Richard Lenoir, 75011 Paris.

35370 — FRANCE — Material handling lifting devices. Ets. Souffrin Manufor (M), 57-59 Blvd. Richard Lenoir, 75011 Paris.

35370 — UNITED KINGDOM — Materials handling equipment, stacking machines, industrial trucks, lift trucks, industrial cars and containers. F. Uttley & Son Ltd., Contact: D. Haigh (D, M), Prospect St. Works, Huddersfield, Yorkshire.

Metalworking machinery

35410 — ARGENTINA — Machine tools. FIASA (I, A, M), Olazabal 1669, Buenos Aires. WTDR in prep.

35410—SOUTH AFRICA—Diesel powered railroad saws to be used for sawing 96 lb. manganese rails. Koppel Engineering Ltd., Peter Broad (I, A, D), P.O. Box 5682, Johannesburg. WTDR 8/72.

35411—SOUTH AFRICA—Diesel powered rail drills (for railroad maintenance work) with diameter drilling capacity of one and a quarter inch (96 lb. manganese rails). Descriptive materials requested. Koppel Engineering Ltd., Peter Broad (I, A, D), P.O. Box 5682, Johannesburg. WTDR 8/72.

35415—SWITZERLAND — Small lathes for do-it-yourself purposes (metal cutting); possibly 220 volt, for AC current (motor may be built in Switzerland). H. M. Wildi (A, R, D), Einschlagstr. 19, 2065 Bolligen. WTDR in prep.

35418 — FRANCE — Slitting and cutting machines for coiled metal sheets; nut making machines. Perchaud & Cie (I, D), 10 Rue De Domremy, 75013 Paris.

35418—SOUTH AFRICA—Diesel powered coach screwing machines (double header) for tightening fish plate bolts and rail dog bolts. Catalogs, descriptive materials requested. Koppel Engineering Ltd., Peter Broad (I, A, D), P.O. Box 5682, Johannesburg. WTDR 8/72.

35421—FRANCE—Bar cold drawing machines. Perchaud & Cie (I, D), 10 Rue De Domremy, 75013 Paris.

35421 — GERMANY — Stretcher leveler, stretch forming, and expansion separator machines. Maschinenfabrik Turner AG (M, D), Postfach 80, 637 Oberursel/Taunus. Interested in obtaining U.S. licenses.

35421—SOUTH AFRICA — Mechanical right rail bender. Descriptive materials requested. Koppel Engineering Ltd., Peter Broad (I, A, D), P.O. Box 5682, Johannesburg. WTDR 8/72.

35422 — FRANCE — Large size metal working machine tools: presses. Perchaud & Cie (I, D), 10 Rue De Domremy, 75013 Paris.

35422—FRANCE—Machine tools: presses for metal working. Promafond (I, A, D), 98 Rue Leon Desoyer, 78100 Saint Germain En Laye.

35423 — GERMANY — Extrusion dies molding, compressed air molding, and bending die molding machines. Maschinenfabrik Turner AG (M, D), Postfach 80, 637 Oberursel/Taunus. Company is interested in obtaining U.S. licenses for above machinery.

35451—SOUTH AFRICA—Diesel powered rail surface grinding machines as used for railroad maintenance. Koppel Engineering Ltd., Peter Broad (I, A, D), P.O. Box 5682, Johannesburg. WTDR 8/72.

35482 — FRANCE — Power driven hand tools. Ets Melzassard (M, D), Rue Du Stade, Fontvieille, Principaute De Monaco. WTDR 4/72.

35482 — SWEDEN — Special automotive hand tools, power driven. Bil-Kemi AB (I, A, D), Box 337, S-501 06 Boras.

Special industry machinery

35551 — ISRAEL — Offset lithographic presses, sheet-fed, all sizes, single and multi-color. H. Balamuth Ltd. (I, D), 35 Rothschild Blvd., P.O. Box 241, Tel Aviv.

35552 — ISRAEL — Lithographic platemaking equipment and related accessories to include offset plates, ink rollers, indices, etc. H. Balamuth Ltd. (I, D), 35 Rothschild Blvd., P.O. Box 241, Tel Aviv.

General industrial machinery

35610 — BELGIUM — Turbine driven pumps for water with discharge pressure of CA 83 Kg/Cm2. Marine and Industrie (I, D), August Michielsstraat, 2, 2000 Antwerp.

35640 — SWITZERLAND — Radial ventilators and humidifiers and parts thereof as complete units or components for air conditioning units. Sam Air, Auf Der Maur & Weber (I, A), Dorfbachstr. 52, 6430 Schwyz. WTDR 2/73.

35642 — AUSTRIA — Air purification equipment to reduce SO_2 emissions in remote heating plants and electric power plants using bunker "C" oil as fuel. Ing Erich Hula (I, A, D), Henriettenplatz 3, A-1150 Wien. WTDR in prep. Equipment destined for use in Czechoslovakia.

35642—BELGIUM—Dust collection and air purification equipment. General Protection Equipment S.A. (I, A, D), Ave. Gen. Derache 62, Brussels 1050.

35690—DENMARK—Waste compressors and balers, for municipal, industrial waste. Catalogs, descriptive material requested. Joseph Levin & Co. A/S (I, A, D, waste disposal, recycling consultants), 42 Vadgaardsvej, DK-2860 Soborg. Firm presently scheduling business trip to U.S. for spring 1973.

35690—GERMANY — Novel high-speed filling and packaging systems for powders, granulates, pastes, viscous and liquid products. Systems may include container making equipment (paper, cardboard, plastic, or combinations thereof). If desired, special packs may be manufactured either by firm or by other producers under contract or license, or be imported from U.S. Requests literature, prices. Consulate General of the United States, Attn: Hugh G. Hamilton, Jr., President-Kennedy-Platz, APO New York 09285.

35690—SWEDEN — Cable cutting machines, industrial. Aden Co., AB (I, A, D), Naravagan 7, S-114 60 Stockholm. WTDR 6/72.

35690—SWEDEN—Form fill horizontal packing machines. L. Bergh Maskin AB (I, A), Box 22114, S-104 22 Stockholm.

35690—SWEDEN—Light filters, filters for chemical industry. AB Oscar Lindberg, Ing. Byra. (I, A, M), Skeppargatan 46, S-114 58 Stockholm. WTDR 2/73.

Office, computing, accounting machines

35720—ISRAEL—Office typewriters with English and Hebrew keyboards, including electric and portable. H. Balamuth Ltd. (I, D), 35 Rothschild Blvd., P.O. Box 241, Tel Aviv. Inquirer wishes to purchase and acquire representation only from manufacturers who could also supply typewriters with Hebrew keyboards.

35741—BELGIUM—Calculators, electric, pocket size. Trionic S.A. (A, I, D), Rue Gustave Gilson, 152, 1090, Brussels.

35741 — BELGIUM — Calculators, electronic, pocket size. Ets M. Verbelen (A, I, D), Blvd. Poincare, 39, 1070, Brussels.

35741 — FRANCE — Pocket calculators. Hand Power, Attn: Alain Chatillon (A, D), 1, Ave. de la Motte Picquet, 75007 Paris.

35760—FRANCE — Electronic weighing apparatus and machines. Escharavil Freres (M, D), B.P. 1, 07001 Privas, Ardeche. WTDR 12/72.

35791—ISRAEL—Automatic mailing machines (for sorting out mail according to zip codes); check-writing/endorsing/signing and check-protector machines; parts, attachments. Netzigim Ltd. (I, D, A), Tamkin House, 6 Reiness St., Tel Aviv. WTDR 4/72. Mailing machines are required for Israel's Ministry of Posts which plans to introduce this equipment now that zip codes on Israels' mail have become an adopted procedure.

35791—ISRAEL—Duplicating machines: spirit duplicators; wax stencil duplicators, and accessories, including stencils, masters and inks. H. Balamuth Ltd. (I, D), 35 Rothschild Blvd., P.O. Box 241, Tel Aviv.

35791—NIGERIA—Hospital administrative aids including addressographs and card systems for admission of hospital patients. Lady Kofoworola A. Admola, and Mrs. K. A. Pratt, Medical Equip-

ment and Visual Aid Development Co. (MEVADCO) (I, D, A), 33 Ademola St., Southwest, Ikoyi, Lagos. Companies offering their products should be prepared to offer technical guidance in selection of equipment, as well as assistance in establishing maintenance and service.

Service industry machines

35811—BELGIUM—Automatic merchandising machines, coin-operated, for ice cream. Hoeberigs, Jean (A, market research service), 56 Eeuwfeestlaan, 8390 Knokke-Heist.

35811 — ISRAEL — Automatic vending machines, coin-operated, for postage stamps; for telephone tokens; for tickets on buses, in cinema and sport halls; to include parts. Netzigim Ltd. (I, D, A), Tamkin House, 6 Reiness St., Tel Aviv. WTDR 4/72.

35890 — NORWAY — Incinerators, garbage disposal units for merchant ships and tankers. Tuxen Werring A/S (A), Astrids Vei 3-B, Oslo 2.

35891 — UNITED KINGDOM — Steaming ovens for cooking and baking with live steam. Glynwed Foundries Ltd., Falcon Catering Equipment Div. (M), 18 Dering St., London, W.1.

35892—FRANCE—Equipment to salvage metals from junk automobiles. Promafond (I, A, D), 98 Rue Leon Desoyer, 87100 Saint-Germain-En-Laye.

35893 — AUSTRIA — Central vacuum cleaning systems for commercial and industrial applications. Industrial vacuum cleaners, components, parts. Exclusive rights for Austria and possibly West Germany. Offers including technical literature, export price lists requested as soon as possible from manufacturers only. Allectric Finsterle & Co. K.G. (A, D), Albertgasse 43, A-1081 Vienna. WTDR 2/73. Firm fully equipped in planning, installing, selling, servicing vacuum cleaning systems, refuse conveying and vacuum conveying systems.

Machinery

35991 — BELGIUM — Carburetors, all types. Loicq Pierre (A), Kattebroekstraat 1, 1710—Dilbeek.

35992—SWEDEN—Control systems, hydraulic and air. Produktkonsult Illerstam & Co., AB (I, A), Vretavagen 19, S-147 00 Tumba. WTDR 2/73.

Electric transmission, distribution

36131—IRELAND—Switchgear, for all voltages of 380 volt and above. Flynn Engineering Equipment (A), 11 Meadow Close, Blackrock, Dublin.

36131—UNITED KINGDOM — Switches, light current (up to 10 amps): toggle, slide, float, limit, proximity. Stone-Platt Crawley Ltd. (D, M), Gatwick Rd., Crawley, Sussex RH10 2RN. Contact: Mr. J. McInnes. Mktg. Mgr.

36135 — UNITED KINGDOM — Circuit breakers: miniature (up to 30 amps) and molded case. Stone-Platt Crawley Ltd. (D, M), Gatwick Rd., Crawley, Sussex RH10 2RN. Contact: J. McInnes, Mktg. Mgr.

36137 — UNITED KINGDOM — Relays: overload, time delay, and process timer relays. Stone-Platt Crawley Ltd. (D, M), Gatwick Rd., Crawley, Sussex RH10 2RN. Contact: J. McInnes, Mktg. Mgr.

Electrical industrial apparatus

36210—FRANCE—Direct current brushless motors for industrial use (power: 50 to 500 watts); electric step-by-step motors for machine-tools. Ets. Parvex (Groupe Electro-Mecanique) (I, M), 77 Rue De Larrey, 21—Dijon.

36211—BELGIUM — Motors, automobile accessory. Loicq Pierre (A), Kattebroekstraat 1, 1710—Dilbeek.

36214—TURKEY—Diesel generator sets for tankers up to 25,000 tons, and cargo vessels up to 15,000 tons. Provision on main engines, shafts and generators from the same source will be preferred. Kazim Turegun (A), Velialemdar Han No. 817, Karakoy, Istanbul. Bids will be requested according to shipbuilding schedules.

36216 — BELGIUM — Motors, electrical, parts and supplies only. Loicq Pierre (A), Kattebroekstraat 1, 1710—Dilbeek.

36220—BELGIUM—Motor starters and controllers, electric. Loicq Pierre (A), Kattebroekstraat 1, 1710—Dilbeek.

36220 — ITALY — Electrical, electronic, pneumatic and hydraulic components for automation, control and drive equipment (microswitches, limit switches, special relays, proximity switches, cylinders, valves, etc). Tecnitrol Dr. Ing G. Viscardi (A), Via Abano 10, 20121 Milan.

36220—SWEDEN—Gas control systems. Produktkonsult Illerstam & Co., AB (I, A), Vretavagen 19, S-147 00 Tumba. WTDR 2/73.

36233 — PHILIPPINES — Electrode wires for manufacture of welding electrodes. SWRY-11. Worldwide Sales Services, Inc. (A), Rm. 401, 4th Floor, Feati Bank & Trust Co., Bldg., E. De Los Santos Ave., Mandaluyong, Rizal.

Special Action

Each of the following agency opportunities is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

28150—NORWAY—Styrene monomer. Alf Wxelsen W/S (A), Akersgaten 45, Oslo 1. Product urgently required.

35642 — DENMARK — Filters for dust collection, air purification (anti-pollution type). Catalogs, descriptive material requested. Joseph Levin & Co. A/S (I, A, D, waste disposal, recycling consultants) 42 Vadgaardsvej, DK-2860 Soborg. Firm scheduling business trip to U.S. for spring 1973.

35642—SPAIN—Electrostatic precipitation equipment; airwashers for textile industry, wet and dry cyclone type filters for industrial use. Correspondence in English and Spanish. Angelo Espanola De Electricidad, S.A. (I, A, D), Avenida Jose Antonio, 525, Barcelona-11. Attn: Juan Batlles.

35892 — DENMARK — Industrial water purification (sewage) equipment. Catalogs, descriptive material requested. Joseph Levin & Co. A/S (I, A, D, waste disposal, recycling consultants), 42 Vadgaardsvej, DK-2860 Soborg. Firm presently scheduling business trip to U.S. for spring 1973.

36795 — TAIWAN — Computer tapes: 1,200 inches, 2,400 inches of 800 BPI, 1,600 BPI. Howard Trading Co., Ltd. (A, M, I), 3, Lane 89, Hulin St., Taipei. Goods urgently needed to supply to government agencies. Catalogs, price lists should be mailed to firm as soon as possible.

Household appliances

36360—FRANCE—Electric motors with gear for industrial sewing machines and accessories (such as in step needle raising, thread cutter). Lustig-Bilbao S.A. (M, D), 3 Ave. Du Dr. Lannelongue, 92120 Montrouge. Company wants to extend present line of production and will consider licensing agreements.

Electrical lighting, wiring equipment

36410—FRANCE—Electric lamps, size: 6 mm diameter; length: 12.5 mm; duration 20,000 hours; ionization voltage: AC 90 volts (immediate lighting). DAV (I, D, M), Vetraz-Monthoux, 74101—Annemasse. WTDR 6/72.

36421 — SWITZERLAND — Electric, decorative floor, table, wall, ceiling lamps, metal, modern design, antique reproduction. Beleuchtungsschau AG Zurich (I, D), Winterthurerstr. 694, CH-8051 Zurich.

36425 — SWEDEN — Outdoor lighting, with small bulbs, for decorating trees. AB Miranda (I, D), Sigynavagen 7, S-182 64 Djursholm.

36426 — SWEDEN — Electric lighting equipment for boats. Bil-Kemi AB (I, A, D), Box 337, S-501 06 Boras.

36430—PANAMA—Start-stop industrial valve sockets to control filling of water tanks by water pumps. Distribuidora Sonsonate, S.A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/2.

36430—SWEDEN—Switches, other current carrying wiring devices for boats. Bil-Kemi AB (I, A, D), Box 337, S-501 06 Boras.

36442—SWEDEN — Insulating material for electric engines, transformers. Asplunds Industri Produkter (I, A), P.O. Box 3297, S-103 66 Stockholm 3.

Radio, television receiving sets

36510—NIGERIA—Audio-visual aids for primary and secondary schools, and for teacher training including tape recorders. Literature, catalogs requested. Lady Kofoworola A. Ademola, and Mrs. K. A. Pratt, Medical Equipment and Visual Aid Development Co. (MEVADCO) (I, D, A), 33 Ademola St., S.W., Ikoyi, Lagos. See listing under 35791—NIGERIA.

36511—THAILAND—Auto radios; auto tape recorders, cassette type; auto radio-recorder combinations. Exclusive distributorship franchise required. Requests c.i.f. Bangkok prices, catalogs, brochures. Siam Motors Co., Ltd., Attn: Songyos Virangkabutra (R, A, D), 933/1-7 Opp. National Stadium, Rama I Rd., P.O. Box 385, Bangkok. WTDR 9/72.

36514—ITALY—High fidelity recorders, record players. Studi Associati Elettronica Professionale (A, D, consultant), Corso Rosselli 103, 10129 Torino.

Communication equipment

36611—MEXICO — Automatic telephone number-dialing equipment for individual telephone units. Pepping, S.A., Sr. Alfredo Pepping, Gen. Mgr. (D, I), Altamirano 67, Mexico 4, D.F.

36612 — SWEDEN — Automatic answering devices for telephones. Foretagaretjanst (I, A), Sjalagardsgatan 10, S-111 31 Stockholm.

36622—ITALY—Complete closed circuit television broadcasting systems including head phones, color video recorders, cassettes for industrial scientific and didactic applications. Studi Associati Elettronica Professionale (A, D, consultant), Corso Roselli 103, 10129 Torino.

36623—BELGIUM—Safety control equipment, electric signals. General Protection Equipment S.A. (I, A, D), Ave. Gen. Derache 62, Brussels 1050.

36623 — SWITZERLAND — Inexpensive electronic and electric safety and alarm systems for installation in private homes, villas, weekend houses (no industrial equipment). H. M. Wildi (A, R. D), Einschlagstr. 19, 2065 Bollingen. WTDR in prep.

36624 — UNITED KINGDOM — Navigational aids for pleasure craft and workboats; autopilot, weather chart recorders, direction finding equipment, and VHF equipment with autoscan facility. Frank Cody Electronics (I, A), 8 Fitzroy Rd., London, N.W.1.

36626—NIGERIA—Audio-visual aids for primary and secondary schools. and for teacher training including small portable educational tracking machines, manual or electrical. Literature, catalogs requested. Lady Kofoworola A. Ademola, and Mrs. K. A. Pratt, Medical Equipment and Visual Aid Development Company (MEVADCO) (I, D, A), 33 Ademola St., SW., Ikoyi, Lagos. See listing under 35791—NIGERIA.

36626 — SWITZERLAND — Ultrasonic, non-destructive testing machines. Pruefmaschinen AG (I, A, D), Wachtelstr. 27, CH-8038 Zurich.

Electronic components, accessories

36740 — GERMANY — Electronic instruments and components, and semiconductors. I. B. I. Elektronik H. Kamitter. Contact: H. Kamitter. 401 Hilden, Dusseldorfer Str. 75. WTDR 2/73.

36740—ISRAEL—Digital and linear integrated microcircuits for industrial/mil applications, to include transistors, diodes, rectifiers, zener diodes, etc. Tensor Systems (A, D), 85 University St., P.O. Box 39 334, Tel Aviv. WTDR 2/73.

36741 — FRANCE — Electronic components: semi-conductors. Almex, Attn: Emile Marmurek (I, D, A), 110 Rue Pierre Brossolette, 92-Chatillon Sous Bagneux.

36741—SPAIN—Integrated microcircuits including hybrid integrated circuits. Tecnologica De Automacion, S.A.—Tecusa. Attn: Luis F. Rico (I, M), Avenida Generalisimo Franco, 354, Barcelona-13. Firm desires exclusive representation and contacts with manufacturers only.

36741—SWITZERLAND—Integrated circuits. Egli, Fischer & Co. Ltd. Attn: W. Peng (I, A, D), Gotthardstr. 6, CH-8022 Zurich. WTDR 10/72.

36742—SPAIN—Transistors. Tecnologica De Automacion, S.A. — Tecusa. Attn: Luis F. Rico (I, M), Avenida Generalisimo Franco, 354. Barcelona-13. Desires exclusive representation and contacts with manufacturers only.

36742 — SWITZERLAND — Transistors, Egli, Fischer & Co. Ltd. Attn: W. Peng (I, A, D), Gotthardstr. 6, CH-8022 Zurich, WTDR 10/72.

36742 — UNITED KINGDOM — Germanium, polycrystalline and single crystals, for transistors. H. V. Skan Ltd. (I, D), 425/433 Stratford Rd., Shirley, Solihull, Warwickshire. Contact: H. V. Skan, Mng. Dir.

36743 — SPAIN — Diodes and rectifiers. Tecnologica De Automacion, S.A.—Tecusa. Attn: Luis F. Rico (I, M), Avenida Generalisimo Franco, 354. Barcelona-13. Desires exclusive representation and contacts with manufacturers only.

36743 — SWITZERLAND — Solid state rectifiers, diodes. Egli, Fischer & Co. Ltd. Attn: W. Peng (I, A, D), Gotthardstr. 6, CH-8022 Zurich. WTDR 10/72.

36749—SPAIN — Semiconductor devices. Tecnologica De Automacion, S.A.—Tecusa. Attn: Luis F. Rico (I, M), Avenida Generalisimo Franco, 354, Barcelona-13.

36749—SWITZERLAND—Opto electronic components, photocells, photo resistors, associated products. Egli, Fischer & Co. Ltd. Attn: W. Peng (I, A, D), Gotthardstr. 6, CH-8022 Zurich. WTDR 10/72.

36790—IRELAND — Electronic components, all types. Flynn Engineering Equipment (A), 11 Meadow Close, Blackrock, Dublin.

36790—ISRAEL—Capacitors, electrolytic/ceramic and mica for industrial and mil applications. Resistors, film/carbon composition and wire-wound; connectors for printed circuits and electronic cables. Tensor Systems (A, D), 85 University St., P.O. Box 39 334, Tel Aviv. WTDR 2/73.

36792—SPAIN — Electrolytic capacitors. Tecnologica De Automacion, S.A.—Tecusa. Attn: Luis F. Rico (I, M), Avenida Generalisimo Franco, 354, Barcelona-13. Firm desires exclusive representation and contacts with manufacturers only.

36792 — SWITZERLAND — Electronic, variable capacitors, condensers. Egli, Fischer & Co. Ltd. Attn: W. Peng (I, A, D), Gotthardstr. 6, CH-8022 Zurich. WTDR 10/72.

36793—SWITZERLAND — Electronic resistors. Egli, Fischer & Co. Ltd. (I, A, D), Gotthardstr. 6, CH-8022 Zurich. WTDR 10/72.

36795 — UNITED KINGDOM — Connectors, terminals, and component bases for consumer and industrial electronics applications. A. Levermore & Co. Ltd. (I, D, A), Broadway House, Broadway, Wimbledon, London, S.W.19. A. C. Janse, Mng. Dir.

36795 — UNITED KINGDOM — New or innovative terminal blocks for electronics applications; multipin connectors for electronics applications, edge connectors for PCB's. Metway Electrical Industries Ltd. (D, M), Metway Works, Canning St., Brighton, Sussex BH2 2. Contact Miss Crock, dir.

3679510—FRANCE—Electronic sub-assemblies. Almex, Attn: Emile Marmurek (I, D, A), 110, Rue Pierre Brossolette, 92-Chatillon Sous Bagneux.

Electrical machinery, equipment

36912—UNITED KINGDOM—Range of sealed lead acid batteries and nickel cadmium batteries to provide power for portable electronic devices and for emergency lighting systems. Varley Dray Accumulators Ltd. (M, D), Alfred's Way, By-Pass Rd., Barking, Essex. Contact D. L. Sudlow, Mng. Dir.

36930 — UNITED KINGDOM — Cardiac monitoring equipment and electroencephalography apparatus. Dracard Ltd., Attn: R. A. Surman-Wells, Dir. (D, M), Wallis Ave., Park Wood, Maidstone, Kent.

36942 — SWEDEN — Battery chargers, starters, dynamos, accessories. Bil-Kemi AB (I, A, D), Box 337, S-501 06 Boras.

Motor vehicles, equipment

37110 — GREECE — Compact cars and pick-up trucks, complete vehicles. Request prices, catalogs, delivery times. Varitimi G. Brothers Co. (A, D), 374 Monastiriou St., Thessaloniki. Firm's interest is centered on low-cost mini-size or compact passenger cars and small pick-up trucks.

37141 — BELGIUM — Wheels, passenger cars and trucks type, light alloy. Loicq Pierre (A), Kattbroekstraat 1, 1710—Dilbeek.

37141—NIGERIA—Trucks, 5 to 30 ton, diesel operated. D. B. Bryant, Temco Engineering & Co. Ltd. (I, D, A), Plot 88 Oyediran St., Surulere, P.O. Box 5421, Lagos.

37141—SWITZERLAND—Genuine novelty automotive accessories, all kinds. Brachotte & Cie, Attn: Pierre Brachotte, Pres. (I, A, D), Rue Paul-Charmillot 72, 2610 Saint Imier. WTDR 2/73.

Aircraft, parts

37212—JAPAN—Man-carrying balloons, for advertisement purposes. Maple Trading Co., Ltd. (I, A), c/o Maruzen Building 3-12 Kumade 3-Chome, Yahata-ku, Kitakyushu.

37220—ITALY—Aircraft parts and auxiliary equipment; aircraft engine parts. Comi Di A. Gasperi and Co. S.A.S. (I, A), Via R. Bitti, 32, 20125 Milan. WTDR 2/72.

Transportation equipment

37992 — PANAMA — Handcarts, wheelbarrows for industrial, construction use. Distribuidora Sonsonate, S.A. (I, A, D), P.O. Box 10049, Panama 4. WTDR 10/72.

Engineering, laboratory, scientific, research instruments

38110 — NIGERIA — Hospital laboratory hardware including laboratory testing and scientific instruments, except electric. Lady Kofoworola, A. Ademola, and Mrs. K. A. Pratt, Medical Equipment and Visual Aid Development Company (MEVADCO), I, D, A), 33 Ademola St., SW., Ikoyi. Lagos. See listing under 35791—NIGERIA.

Instruments for measurement, control and analysis

38213—BELGIUM—Tensiometers, home use. Tissage De La Station S.P.R.L. Damart (M, D, I, R), Rue De La Barriere De Fer, 23, Dottignies 7760, Huy.

38213—ITALY—Instruments and materials for non destructive tests (ultrasonic and magnetic systems, penetrating liquids). Technitrol Dr. Ing. G. Viscardi (A), Via Abano, 10, 20121 Milan.

38213 — ITALY — Process instruments (electric, electronic, pneumatic, nuclear); sensing elements. Technitrol Dr. Ing. G. Viscardi (A), Via Abano 10, 20131 Milan.

38213 — SWITZERLAND — Destructive and non-destructive materials testing equipment, physical measuring instruments, for all kinds of materials, for testing laboratories as well as R&D departments of large industries. Pruefmaschinen AG (I, D, A), Wachtelstr. 27,

CH-8038 Zurich.

38216 — CANADA — Hardness testers. Metallurgical and machine agencies—Contact: Edward C. Goodwin, Gen. Mgr. (A), Suite 809, 1315 Silver Spear Rd., Mississauga, Ontario.

38220—SWEDEN—Temperature control systems. Produktkonsult Illerstam & Co., AB (I, A), Vretavagen 19, S-147 00 Tumba. WTDR 2/73.

Optical instruments, lenses

38311 — FRANCE — Optical instruments and lenses: chromotographic instruments for use in phase liquid process; spectrometers for physical and chemical analysis. Techmation (I, A), 115, Rue Lamarck 75018 Paris.

38311—FRANCE—Optical measuring instruments and lenses, optical filters. Comsatec (A, D), 134, Ave. De Malakoff, 75016 Paris.

Surgical, medical, dental instruments

38410 — FRANCE — Surgical & medical instruments: ultrasonic equipment, echographs. E.C.E.M. (M), 95, Rue De Flandre, 75019 Paris.

38410—ITALY—Surgical and medical instruments, apparatus. Iris, Importazioni Rappresentanza Industrie Sanitarie (I, A), Via Lamormora 20, Milano. WTDR 1/73.

38410 — SWITZERLAND — Surgical instruments for application in fields of opthalmology and orthopedy. Danieli AG, Attn: Reto Edelmann (I, A, D), Gewerbezentrum, 8123 Ebmatingen. WTDR in prep.

38410 — SWITZERLAND — Medical and surgical instrumentation. Mullener Geratebau AG (A, D, Marketing Consultant), Hedingerstr. 236, 8905 Arni-Islisberg. WTDR 2/73.

38410 — UNITED KINGDOM — Medical endoscopes of all types including flexible fiber optics. H. V. Skan, Ltd., (I, D), 425/433 Stratford Rd., Shirley, Solihull, Warwickshire. Contact: H. V. Skan, Mng. Dir.

38410—UNITED KINGDOM—Disposable blood transfusion sets; disposable catheters, clamps and forceps. Dracard Ltd., Attn: R. A. Surman-Wells, Dir. (D, M), Wallis Ave., Park Wood, Maidstone, Kent.

38420 — ITALY — Surgical appliances. Iris, Importazioni Rappresentanze Industrie Sanitarie (I, A), Via Lamormora, 20. WTDR 1/73.

38421—BELGIUM—Vaporizers, hospital. Tissage de la Station S. P. R. L. Damart, (M, D, I), 23, Rue de la Barriere de Fer, 7760 Dottignies.

38421—SWITZERLAND — Surgical, orthopedic and prosthetic supplies. Danieli AG, Attn: Reto Edelmann (I, A, D), Gewerbezentrum, 8123 Ebmatingen. WTDR in prep.

38421—UNITED KINGDOM—Disposable colostomy appliances, disposable urine drainage apparatus. Dracard Ltd., Attn: R. A. Surman-Wells, Dir. (D, M), Wallis Ave., Park Wood, Maidstone, Kent.

38423—BELGIUM—Safety Devices; Personal, Industrial General Protection Equipment S.A. (I, A, D), Ave. Gen. Derache 62, Brussels 1050.

Ophthalmic goods

38512—ISRAEL—Blanks for production of plastic lenses, ophthalmic, all kinds, made of CR-39; blanks for contact lenses. Kibbutz "USHA"—Lens Industry (M), P.O. Box KFAR Maccabi. Mr. Amitay Sar, "USHA's Gen. Mgr., will travel to U.S. in March, and again in May this year to finalize purchases.

Photographic equipment, supplies

38611—NIGERIA—Audio-visual aids for primary and secondary schools, and for teacher training including overhead and 8 mm projectors. Literature, catalogs requested. Lady Kofoworola A. Ademola, and Mrs. K. A. Pratt, Medical Equipment and Visual Aid Development Company (MEVADCO) (I, D, A), 33 Ademola St., SW., Ikoyi, Lagos. See listing under 35791—NIGERIA.

38614—PORTUGAL—Microfilm cameras, readers, printers, enlargers and other microfilming equipment. Sociedade Continental de Representacoes, Lda. (A), Travessa da Espera 8, P.O. Box 2466, Lisbon.

38617 — THAILAND — Photosensitive emulsion used in field of map making for colorproof coating thin opaque white vinylite sheet which is specially prepared matte surface for retaining the emulsion colors. Require black, red, blue, brown, green, yellow. Exclusive distributorship franchise required. Requests c.i.f. Bangkok prices, catalogs, brochures, literature. Bangkok Photo Supplies, Ltd., Part. Attn: Mr. Boonchit Atichartsintop (R, D, I), 306 New Rd., Bangkok. WTDR in prep.

Pens, pencils, office, artists' materials

39510—AUSTRIA—Fountain pens, ballpoint type pens, mechanical pencils, desk sets, etc. High quality merchandise with established trade name only. Catalogs, export price lists requested. Exclusive rights for Austria. Karl Bene & Co., Attn: Horst Keonig (I, A, D, M), Breitenfurterstrasse 114, A-1125 Vienna.

39520—FRANCE—Pens, pencils, office and art supplies. Kartro International (A, I, E), 25, Rue D'Astorg, 75008 Paris.

Manufacturing industries

39991 — BELGIUM — Fire extinguishing equipment, parts. General Protection Equipment S.A. (I, A, D), Ave. Gen. Derache 62 Brussels 1050.

39995 — SWITZERLAND — Decorative lamp shades, residential type. Beleuchtungsschau AG Zurich (I, D), Winterthurerstr. 694, CH-8051 Zurich.

39999—AUSTRALIA—Hair dryers for use in hairdressing salons or beauty parlors; yearly requirements 320 dryers. Schwarzkopf Pty Ltd., F. Hegarty, Purchasing Officer (A, D), 33 Paul St., North Ryde, NSW 2113. WTDR 2/73. Interested in becoming sole Australian agents for high quality U.S. made professional type hair dryer for use in women's beauty salons. They would require their name to appear on the dryers which must conform to Australian electrical requirements.

Wholesalers

50930 — TAIWAN — Scrap iron, nonferrous metals scrap (copper scrap, tin plates waste, dregs of tin and zinc, vessels in salvages). Wens Enterprises, Ltd. (I, A), 4, Alley 71, Lane 16, Wen Chang St., Taipei. 106.

Motion picture output, distribution

78130—NIGERIA—Audio-visual aids for primary and secondary schools, and for teacher training including educational and training motion pictures, film strips and learning tapes. Literature, catalogs requested. Lady Kofoworola A. Ademola, and Mrs. K. A. Pratt, Medical Equipment and Visual Aid Development Company (MEVADCO) (I, D, A), 33 Ademola St., SW., Ikoyi, Lagos. See listing under 35791—NIGERIA.

Future Construction Abroad

SPAIN—The Government of Spain approved the construction of a **3,200 meter long runway for the second (international) airport** near Granadella De Abono, Tenerife, Canary Islands. The second phase of the project will include a control tower and terminal. Approximate cost is $17 million, of which $12 million in the first phase, runway construction, will be financed by the Air Ministry. The call for bids will be issued soon. Foreign companies domiciled in Spain may be allowed to bid on construction of the runway. Foreign suppliers will be required in connection with runway lighting, ILS equipment, and possibly for overall consulting and engineering design. Contact Excmo. Cabildo Insular de Tenerife, Plaza de Espana, Santa Cruz de Tenerife, Islas Canarias, Presidente D. Andres Miranda. Subsecretaria Aviacion Civil, Direccion General de Infraestructura, Ministerio del Aire, Plaza de la Moncloa, Madrid 3, Director General, Ilmo. Sr. Coronel D. Francisco Lopez Pedraza.

JAMAICA — The Kingston Waterfront Development Co. Ltd., a subsidiary of the Urban Development Corp., invites contractors to pre-register for consideration for the award of a contract to construct a **cruise ship pier** in the Kingston Waterfront Redevelopment Area. This and other infrastructure developments are scheduled to begin within the next three to nine months. No closing date for receipt of applications has been indicated. Interested U.S. contractors should write to: Chief Engineer, Urban Development Corp., 40 Harbour St., Kingston.

AFGHANISTAN — Major improvements in the **water supply, sewerage, drainage and solid waste systems of greater Kabul** are being planned under United Nations Development Program (UNDP) auspices. The feasibility studies have reached the stage where specific listings of equipment and supplies are being drafted, and the Kabul office of Proctor & Redfern announced that the following types will be needed: *Waterworks:* plastic pipe and fittings, cast iron pipe and fittings, water service materials, deep well casings, pumps, screens and related equipment. *Sewerage:* plastic pipe, pumps, motors, sewerage treatment equipment for primary and secondary treatment plants. U.S. firms should immediately contact Proctor & Redfern directly with catalogs, price data and technical specifications, so their product lines could be built into the recommendations of the feasibility studies. Address all communications directly to: C. D. Couzens, Associate & Resident Manager, Proctor & Redfern International, Ltd., c/o U.N.D.P., Box 5, Kabul.

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ALBUQUERQUE, N.M., 87101, Room 316, U.S. Courthouse (505) 843-2386.

ANCHORAGE, 99501, 632 West Sixth Ave., Hill Bldg., Suite 412 (907) 272-6531.

ATLANTA, 30309, Suite 523, 1401 Peachtree St., NE. (404) 526-6000.

BALTIMORE, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. (205) 325-3327.

BOSTON, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

BUFFALO, N.Y., 14202, Room 910, Federal Bldg., 111 W. Huron St. (716) 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. (803) 577-4171.

CHARLESTON, W.VA., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. (307) 778-2220.

CHICAGO, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

CINCINNATI, 45202, 8028 Federal Office Bldg., 550 Main St. (513) 684-2944.

CLEVELAND, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

DALLAS, 75202, Room 3E7, 1100 Commerce St. (214) 749-3287.

DENVER, 80202, Room 161, New Custom House, 19th and Stout Sts. (303) 837-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. (515) 284-4222.

DETROIT, 48226, 445 Federal Bldg. (313) 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St., P.O. Box 1950. (919) 275-9111.

HARTFORD, CONN., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

HONOLULU, 96813, 286 Alexander Young Bldg., 1015 Bishop St. (808) 546-8694.

HOUSTON, 77002, 201 Fannin, 1017 Federal Office Bldg. (713) 226-4231.

JACKSONVILLE, 32207, Suite 129, 4080 Woodcock Drive. (904) 791-2796.

KANSAS CITY, MO., 64106, Room 1840, 601 E. 12th St. (816) 374-3141.

LOS ANGELES, 90024, 11201 Federal Bldg., 11000 Wilshire Blvd. (213) 824-7591.

MEMPHIS, 38103, 710 First American Bank Bldg., 147 Jefferson Ave. (901) 534-3214.

MIAMI, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

MILWAUKEE, 53203, Straus Bldg., 238 W. Wisconsin Ave. (414) 224-3473.

MINNEAPOLIS, 55401, 306 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

NEW ORLEANS, 70130, 909 Federal Office Bldg., S., 610 South St. (504) 527-6546.

NEW YORK, 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

NEWARK, N.J., 07102, 24 Commerce St. (201) 645-6214.

PHILADELPHIA, 19107, Jefferson Bldg., 1015 Chestnut St. (215) 597-2850.

PHOENIX, ARIZ., 85004, 508 Greater Arizona Savings Bldg., 112 N. Central Ave. (602) 261-3285.

PITTSBURGH, 15222, 431 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

PORTLAND, ORE., 97205, 921 S.W. Washington St., Suite 501, Pittock Block. (503) 221-3001.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. (702) 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. (703) 782-2246.

ST. LOUIS, 63103, 2511 Federal Bldg., 1520 Market St. (314) 622-4243.

SALT LAKE CITY, 84111, 1201 Federal Bldg., 125 S. State St. (801) 524-5116.

SAN FRANCISCO, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. (415) 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. (809) 723-4640.

SAVANNAH, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. (912) 232-4321.

SEATTLE, 98109, 702 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.

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